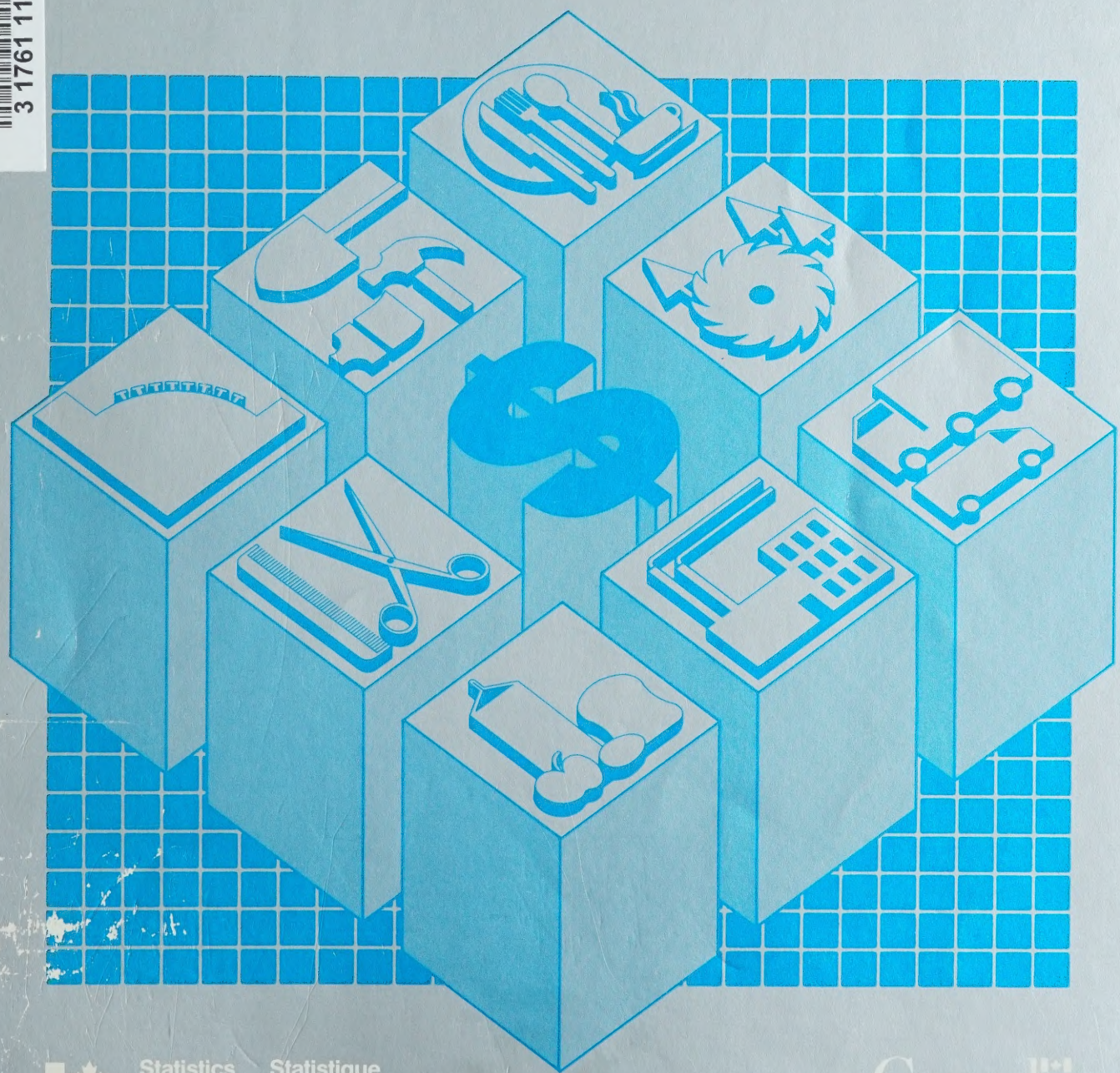


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INVESTMENT PROSPECTUS
ON
SMALL BUSINESS STATISTICS

SMALL BUSINESS STATISTICS
STATISTICS CANADA
FEBRUARY 14, 1986

*Version française disponible
sur demande (613) 990-9046*

INVESTMENT PROSPECTUS

PREFACE

This Prospectus sets out a statistical program designed to address urgent data needs of small businesses and of analysts pursuing related policy issues. In order to conduct this program, at a time of budgetary stringency, Statistics Canada requires that the marginal cost of the program be funded on a user pay basis. Users will determine whether the program, or which parts thereof, will go forward.

The program is a reflection of the explicit requirements of three constituencies:

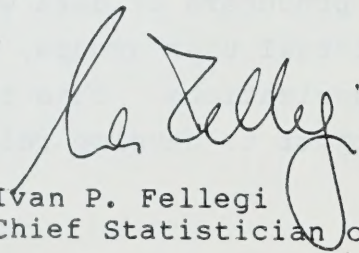
- provincial small business ministries expressed in a series of federal-provincial data user conferences, the most recent of which took place in Toronto on November 21-22, 1985;
- Department of Regional Industrial Expansion requirements expressed through DRIE staff seconded to Statistics Canada; and
- an internal consultant report based on a broad canvass of producers of data within Statistics Canada and many external user groups, including several private sector organizations. This report led to the formulation of a project to develop relevant small business statistics.

As described in this Prospectus, several projects are already in progress. Two reports are expected to be published in the first half of 1986 (Small Business in the Canadian Economy, 1983 - a joint Federal Business Development Bank/Statistics Canada project and, Employment Creation in Canada: A Longitudinal Study, 1978-82 - Statistics Canada Cat #18-501). These reports were partly financed through cost recovery funds. But to ensure a continued and much broader series of small business publications more secure and longer term funds must be acquired.

To this end two kinds of efforts are currently underway:

- ° consultation with concerned private sector organizations and crown corporations with a view to enlisting their advice on program content and their financial participation in the Small Business Statistics program; and
- ° preparation for the February 19, 1986 meeting of federal-provincial small business ministers at Banff, Alberta.

The success of the program will depend on your reaction to the Prospectus and your support for the studies described in the pages that follow.


Ivan P. Fellegi
Chief Statistician of Canada

February, 1986

TABLE OF CONTENTS

Preface	Page
<u>1.1 Introduction:</u>	3
<u>2. Existing Data on Small Business</u>	
2.1 Published Sources	5
2.2 Special Request Sources	5
<u>3. Enhancements Feasible Over the Short Term</u>	
3.1 Business Profile, Financial and Operating Ratios	6
3.2 Survey of Employment, Payroll and Hours (SEPH)	22
3.3 Quarterly Survey of Manufacturing	26
3.4 Current and Expected Manufacturing Production	32
3.5 Changes in Financial Position	35
3.6 Employment Creation	40
3.7 Demographic and Earnings Profile of Business Employment	48
<u>4. New Initiatives Proposed</u>	
4.1 Business Births and Deaths	52
4.2 Sales Per Square Metre/Foot	57
4.3 Employment Creation and Financial Performance	64

4.4	Job Severance by Reason and Subsequent Activity	66
4.5	Exports by Company Size	69
4.6	Labour Market Profile	72

5. Investment Synopsis 76

Annex A	Statistics Canada Published Data on Small Business	77
Annex B	Special Request Sources	83
Annex C	1982 Estimates of Firms	85

1. INTRODUCTION

The small business community is large, appears to be growing faster than are big businesses, and adds an important degree of flexibility to our rapidly changing economy. In 1978, for instance, small businesses (less than 20 employees) accounted for 20.2% of total private sector employment whereas by 1983 their employment share had grown to 23.3%. They are proficient in exploiting niches seen to be opening up in the marketplace as indicated by the some 100,000 new business ventures launched every year in Canada. Between 1978 and 1983 these thousands of new and small enterprises accounted for 100% of all new jobs created in the private sector. In fact, small business employment growth compensated for a 15% decrease in jobs among medium and large firms during this time period.

Many new technologies would appear to favour a smaller scale production for services and goods. For instance, new relatively inexpensive and small sized laser printers produce a better quality product than do more expensive larger, older technology machines which require longer production runs to meet expenses and remain profitable. In this case a new technology is pushing the restructuring of an industry towards lower entry costs, shorter production runs, and fewer employees per establishment. The economy's shift towards the relatively more labour intensive service industries would also appear to be a factor favouring small business. Smaller

organizations are well suited to respond to the wide diversity of consumer services being demanded by an affluent and well educated population.

Statistics Canada has yet to respond in an integrated and systematic manner to this emerging structural shift towards small business. Few statistical series produced by the Bureau have a company size stratification. Fewer offer the fine industrial and geographic detail required by small, local market oriented businesses and the public and private sector business analysts who devise policies and deliver programs to this sector.

This Investment Prospectus sets out a program to address many of the most urgent data needs of small businesses and of analysts pursuing related policy development studies. The Prospectus is comprised of this present introductory section and four others. Section 2 attempts to list the existing statistical series which relate to small business. Section 3 presents seven projects which are categorized as enhancements to existing efforts. The fourth section proposes six totally new projects. Finally, Section 5 provides a single page synopsis of the proposed program in its entirety over the next three fiscal years.

2. EXISTING DATA ON SMALL BUSINESS

2.1 Published Sources

Annex A (see page 77) exhibits most of the existing series of publications having a size of business component. These publications tend to be catalogued by industry sector whereas many small business data users have requirements which cut across these lines. To respond to this need Statistics Canada could publish a specially developed cross reference Index to Small Business Data.

2.2 Special Request Sources

Annex B (see page 83) exhibits existing data series from which customized tabulations have been prepared on a special request and cost recovery basis. The Small Business Statistics Project Team plans to document such small business special requests with a view to facilitating access. For example, such data could be placed on CANSIM and the matrix numbers published in an Index To Small Business Data. As well, it is possible to put out a regular Electronic Fact Sheet on CANSIM to publicize the availability of new data series. The Federal Business Development Bank's AIM network might also be used in this manner.

3. ENHANCEMENTS FEASIBLE OVER THE SHORT TERM

3.1 BUSINESS PROFILES, FINANCIAL AND OPERATING RATIOS

3.1.1. Applications

* Counselling Tool

Profile and ratio data can serve as a key small business/entrepreneur counselling tool particularly in the preparation of business plans. Inadequate business planning, for example inadequate provision for the working capital required to support slow turnover periods, has been identified as a major cause of business failure. Reliable, and timely, financial profile and operating results by size of business could help to identify such potential problem areas during the critical planning phase when something can still be done to correct anticipated shortfalls. This information would benefit both entrepreneurs and financiers and may result in fewer business failures and fewer bad loans.

* Credit & Equity Analysis

The production of these statistics would facilitate credit and equity requirements analysis undertaken by bankers, government program administrators, venture capitalists and others before investments are placed. Use of the broad, non-size stratified industry ratios now

available can result in sub-optimal decisions (either too little or too much credit advanced). Both situations increase the risk of business failure.

* Management Tool

This data can serve as a management tool in assessing a given firm's performance. Reliable benchmark data is a prerequisite to better management decision-making. Small business managers have often been criticized for operating on intuition rather than on facts. With readily available and reliable ratio data small business advisers such as accountants, will be able to assist their small business managers in their attempts to optimize their operations.

* Inter-Regional Industry Performance

Profile and ratio data allows a comparison of inter-regional industry performance to be made. Currently available broad industry averages do not provide fine enough detail for reasonable comparisons to be made. For example, a potential explanation for the poor financial performance of small truck operators could be found by comparing their operating ratios in different political jurisdictions. Significantly higher fuel, licensing or tax expenses in a given area may be contributing to the local problems of that industry.

3.1.2. The Past

Detailed ratios by company size and by province are currently available (from Statistics Canada) in four industries only: Florists,

Hardware, Jewellery and Family Clothing stores. In March 1986 two more industry reports will be published - Drug stores and Men's Clothing stores. This is, however, considerably less than the 100 industries (see Annex C on page 85) (1980 SIC basis) where Statistics Canada has been requested to produce such reports by provincial small business ministries.

Where relevant ratio information has been available e.g. Retail Family Clothing Stores, Cat. #63-612, demand is strong. Cat. #63-612 quickly sells out (typically 1,000 copies within three months). This demand is achieved, it should be noted, with only the regular publicity i.e. a release in the Statistics Canada Daily. With advertising support in appropriate trade journals and other sources e.g. FBDB's Profits magazine (copies are circulated to 800,000 small businesses) it is estimated that demand would be several orders of magnitude higher. Industry associations will be asked to promote the availability of these data in their newsletters and to advertise their availability in appropriate trade journals.

Over the past four years consultations with the small business community, provincial governments, crown corporations and professional associations have identified the profiles, results, ratios and the industries where such detail is required. In 1982, for example, after consultations with interested groups including the Canadian Federation of Independent Business, the Canadian Institute of Chartered Accountants and the Canadian Bankers Association, experimental ratio tabulations (from corporate tax records) were prepared for 182

industries by company size. These were published as Financial Data for Canadian Corporations by Hickling Partners Ltd. In 1983 this company was dissolved for reasons unrelated to this publication and this private sector led initiative lapsed. The Industrial Organization Division of Statistics Canada then attempted to improve the quality of the output, even adding a regional dimension to the tabulations, but resource and technical limitations (noted in #3.1.4. below) forced termination of this work. However, the Division continues its publication of non-size stratified financial and operating ratios of corporations (see Corporation Financial Statistics cat. 61-207).

Since 1983 the limited (4 industries) and occasional publication of operating results produced by the Retail Trade Division has continued. This ratio work is designated as a second priority and performed on a "fill-in" basis in the Division's regular activity cycle. Increased regular workload in the Division has recently threatened even this limited effort.

3.1.3. The Present

After an examination of documented user demands for profiles, results and ratios, plus a review of the tools available to produce these ratios over the short term, the Small Business Statistics Project Team is now proceeding with work on a set of seven publications as noted below. The selection of these seven regions is a compromise between

best efforts to portray the data by province, sampling enough firms to maintain reliable estimates, keeping costs in line, and yet producing a product which will be used and valued by the business community. This work is being carried out on the basis of a special research project using temporary resources amassed from throughout the Bureau after the mid-year budget review.

These seven publications will depict up to forty-one financial and operating ratios; a count of firms including incorporated and unincorporated businesses; plus balance sheet and income statement profiles as shown in Graphics 3-1A to 3-1E. These graphics depict four variations of Business Planning Ratios which are particularly designed for Retail Trade, Services, Transportation and the Operators of Buildings and Hotel sectors. Reports will be prepared for sixteen industries using 1984 figures and for four industries using 1983 data.

The data development phases of this work will continue to the end of this fiscal year. The analysis will proceed through the spring with publication to follow in late summer of 1986. This publication will portray three small business sales size groups, \$10K-50K, \$50K-500K, and \$500K-2M. After 1987, it should become possible to provide similar data for the larger business spectrum as well, i.e. \$2M-5M, \$5M-20M, \$20M+.

REGION: _____ YEAR 1984
INDUSTRY NAME: _____ SIC# _____

FINANCIAL ANALYSIS RATIOS

RATIOS	REVENUE SIZE GROUPS IN \$			CANADA			
	10-50K	50-500K	500K-2M.	SUB TOT.	2-5M.	5-20M.	20M.+ TOTAL
LIQUIDITY RATIOS (TIMES)							
CURRENT							
QUICK							
SALES/RECEIVABLES							
COST OF SALES/INVENTORY							
LEVERAGE RATIOS							
FIXED ASSETS/EQUITY (⌘)							
TOTAL LIABILITIES/EQUITY (⌘)							
DEBT (LT)/TOTAL CAPITALIZATION(⌘)							
OPERATING RATIOS							
GROSS MARGIN (⌘)							
PROFITS (BEFORE TAX)/INCOME (⌘)							
PROFITS (BEFORE TAX)/EQUITY (⌘)							
PROFITS (BEFORE TAX)/TOTAL ASSETS (⌘)							
RETURN TO OWNERS AND WORKERS (⌘)							
SALES/NET FIXED ASSETS (TIMES)							
SALES/TOTAL ASSETS (TIMES)							

FORMAT PROPOSED FOR:
ALL INDUSTRIES

	FINANCIAL PROFILE ⌘
ASSETS	
CASH	
INVENTORY	
ALL OTHER CURRENT ASSETS	
TOTAL CURRENT ASSETS	
FIXED ASSETS (NET)	
ALL OTHER NON-CURRENT ASSETS	
TOTAL ASSETS	
LIABILITIES AND EQUITY	
BANK AND OTHER (SHORT TERM) DEBT	
ALL OTHER CURRENT LIABILITIES	
TOTAL CURRENT LIABILITIES	
ACCOUNTS PAYABLE	
LONG-TERM DEBT (NET)	
MORTGAGES PAYABLE	
ACCOUNTS DUE TO AFFILIATES	
ALL OTHER NON-CURRENT LIABILITIES	
TOTAL NON-CURRENT LIABILITIES	
EQUITY	
TOTAL LIABILITIES AND EQUITY	

REGION: _____ YEAR 1984
INDUSTRY NAME: _____ SIC# _____

BUSINESS PLANNING RATIOS

ITEM	REVENUE SIZE GROUPS IN \$				CANADA			
	10-50K	50-500K	500K-2M.	TOT. SUB	2-5M.	5-20M.	20M+	TOTAL
	% OF REVENUE							
SALES (products)								
SALES (services)								
OTHER REVENUE								
TOTAL REVENUE								
OPENING INVENTORY								
PURCHASES								
CLOSING INVENTORY								
COST OF GOODS SOLD								
GROSS PROFIT								
WAGES AND SALARIES								
EMPLOYEE BENEFITS								
ADVERTISING								
BUSINESS AND PROPERTY TAXES								
RENT (real estate)								
INSURANCE								
BANK INTEREST AND CHARGES								
DEPRECIATION								
REPAIRS AND MAINTENANCE								
PROFESSIONAL FEES								
FRANCHISE FEES								
OFFICE AND STORE SUPPLIES								
TELEPHONE, HEAT, LIGHT AND WATER								
DELIVERY, EXPRESS AND FREIGHT								
TRAVEL AND ENTERTAINMENT								
ALL OTHER EXPENSES								
TOTAL, ALL EXPENSES								
NET PROFIT (LOSS)								

**FORMAT PROPOSED FOR:
RETAIL TRADE INDUSTRIES**

<u>1984</u>	<u>INDUSTRY PROFILE</u>	<u>TOTAL (1)</u>
NUMBER UNINCORPORATED BUSINESSES		
NUMBER INCORPORATED BUSINESSES		
TOTAL NUMBER OF BUSINESSES		
UNINCORPORATED BUSINESS REVENUES		
INCORPORATED BUSINESS REVENUES		
TOTAL REVENUES		
ESTIMATED VALUE ADDED/SALE (%)		
<u>1981</u>		
NUMBER UNINCORPORATED BUSINESSES		
NUMBER INCORPORATED BUSINESSES		
TOTAL NUMBER OF BUSINESSES		
UNINCORPORATED BUSINESS REVENUES		
INCORPORATED BUSINESS REVENUES		
TOTAL REVENUES		
ESTIMATED VALUE ADDED/SALE (%)		

(1) Includes incorporated firms reporting < \$10K in sales.

REGION: YEAR 1984
INDUSTRY NAME: SIC#

BUSINESS PLANNING RATIOS

ITEM	REVENUE SIZE GROUPS IN \$				CANADA			
	10-50K	50-500K	500K-2M.	TOT. SUB	2-5M.	5-20M.	20M+	TOTAL
	% OF REVENUE							
REVENUE FROM SALES (services)								
OTHER REVENUE								
TOTAL REVENUE								
RENT(real estate)								
WAGES AND SALARIES								
EMPLOYEE BENEFITS								
DEPRECIATION ON BUILDING AND EQUIPMENT								
MORTGAGE INTEREST								
BANK INTEREST AND CHARGES								
SUPPLIES								
INSURANCE								
TAXES (excl. income)								
PROFESSIONAL FEES								
TRAVEL AND ENTERTAINMENT								
TELEPHONE, HEAT, LIGHT AND WATER								
OTHER EXPENSES								
TOTAL EXPENSES								
NET PROFIT (LOSS)								

FORMAT PROPOSED FOR:
SERVICE INDUSTRIES

<u>1984</u>	<u>INDUSTRY PROFILE</u>	<u>TOTAL (1)</u>
NUMBER UNINCORPORATED BUSINESSES		
NUMBER INCORPORATED BUSINESSES		
TOTAL NUMBER OF BUSINESSES		
UNINCORPORATED BUSINESS REVENUES		
INCORPORATED BUSINESS REVENUES		
TOTAL REVENUES		
ESTIMATED VALUE ADDED/SALE (%)		
<u>1981</u>		
NUMBER UNINCORPORATED BUSINESSES		
NUMBER INCORPORATED BUSINESSES		
TOTAL NUMBER OF BUSINESSES		
UNINCORPORATED BUSINESS REVENUES		
INCORPORATED BUSINESS REVENUES		
TOTAL REVENUES		
ESTIMATED VALUE ADDED/SALE (%)		

(1) Includes incorporated firms reporting < \$10K in sales.

REGION: _____ YEAR 1984
INDUSTRY NAME: _____ SIC# _____

BUSINESS PLANNING RATIOS

ITEM	REVENUE SIZE GROUPS IN \$ -				CANADA			
	10-50K	50-500K	500K-2M.	SUB TOT.	2-5M.	5-20M.	20M.+	TOTAL
	% OF REVENUE							
REVENUE FROM SALES								
OTHER REVENUE								
TOTAL REVENUES								
FUEL EXPENSE (gas, oil, lubricants, etc.)								
INSURANCE								
REPAIRS & MAINTENANCE								
TAXES & LICENSES (ex. income)								
DEPRECIATION EXPENSE								
RENTALS - EQUIPMENT (leasing)								
FEEs (terminals, stands, etc.)								
WAGES AND SALARIES								
EMPLOYEE BENEFITS								
RENT (real estate)								
ADVERTISING								
BANK INTEREST AND CHARGES								
PROFESSIONAL FEES								
TELEPHONES, HEAT, LIGHT AND WATER								
ALL OTHER EXPENSES								
TOTAL EXPENSES								
NET PROFIT (LOSS)								

**FORMAT PROPOSED FOR:
TRANSPORTATION INDUSTRIES**

<u>1984</u>	<u>INDUSTRY PROFILE</u>	<u>TOTAL (1)</u>
NUMBER UNINCORPORATED BUSINESSES		
NUMBER INCORPORATED BUSINESSES		
TOTAL NUMBER OF BUSINESSES		
UNINCORPORATED BUSINESS REVENUES		
INCORPORATED BUSINESS REVENUES		
TOTAL REVENUES		
ESTIMATED VALUE ADDED/SALE (%)		
<u>1981</u>		
NUMBER UNINCORPORATED BUSINESSES		
NUMBER INCORPORATED BUSINESSES		
TOTAL NUMBER OF BUSINESSES		
UNINCORPORATED BUSINESS REVENUES		
INCORPORATED BUSINESS REVENUES		
TOTAL REVENUES		
ESTIMATED VALUE ADDED/SALE (%)		

(1) Includes incorporated firms reporting < \$10 K in sales.

REGION: _____ YEAR 1984
INDUSTRY NAME: _____ SIC# _____

BUSINESS PLANNING RATIOS

ITEM	REVENUE SIZE GROUPS IN \$				CANADA			
	10-50K	50-500K	500K-2M.	SUB TOT.	2-5M.	5-20M.	20M.+	TOTAL
	% OF REVENUE							
REVENUE FROM SALES (rentals)								
OTHER REVENUE								
TOTAL REVENUE								
MORTGAGE INTEREST								
DEPRECIATION ON BUILDINGS AND EQUIP.								
REPAIRS & MAINTENANCE								
HEAT								
LIGHT								
TAXES (ex. income)								
CLEANING EXPENSE								
INSURANCE								
PROFESSIONAL FEES								
WAGES AND SALARIES								
EMPLOYEE BENEFITS								
FRANCHISE FEES								
LAUNDRY EXPENSE								
BANK INTEREST AND CHARGES								
OTHER EXPENSES								
TOTAL EXPENSES								
NET PROFIT (LOSS)								

FORMAT PROPOSED FOR:
OPERATORS OF BUILDING
& HOTEL INDUSTRIES

<u>1984</u>	<u>INDUSTRY PROFILE</u>	<u>TOTAL (1)</u>
NUMBER UNINCORPORATED BUSINESSES		
NUMBER INCORPORATED BUSINESSES		
TOTAL NUMBER OF BUSINESSES		
UNINCORPORATED BUSINESS REVENUES		
INCORPORATED BUSINESS REVENUES		
TOTAL REVENUES		
ESTIMATED VALUE ADDED/SALE (%)		
<u>1981</u>		
NUMBER UNINCORPORATED BUSINESSES		
NUMBER INCORPORATED BUSINESSES		
TOTAL NUMBER OF BUSINESSES		
UNINCORPORATED BUSINESS REVENUES		
INCORPORATED BUSINESS REVENUES		
TOTAL REVENUES		
ESTIMATED VALUE ADDED/SALE (%)		

(1) Includes incorporated firms reporting < \$10 K in sales.

The seven geographic editions are as follows:

Atlantic

Quebec

Ontario

Manitoba and Saskatchewan

Alberta

British Columbia

Canada (including NWT and Yukon)

In each regional edition it may be possible to present some of the more highly populated industry sectors i.e. those industries with many businesses, for the following metropolitan areas:

St. John's

Halifax

Saint John

Charlottetown

Quebec City

Montreal

Toronto

Hamilton

Ottawa

Winnipeg

Regina

Saskatoon

Calgary

Edmonton

Vancouver

The study presently underway will cover the following twenty industries:

Taxicabs	Insurance and Real Estate Agencies
Truck Transport	Management and Business Consultants
Family Clothing Stores*	Hotels and Motels
Appliance, Radio, T.V. Stores	Restaurants
Gasoline Service Stations	Barber and Beauty Shops
Florists*	Laundries
Hardware Stores*	Machinery and Equipment Rentals
Toys and Hobby Stores	Welding
Operators of Buildings and Dwellings	Services to Buildings and Dwellings
Jewellery Stores*	Ticket and Travel Agencies

* report will be on 1983 data since a prespecified sample had already been drawn for these four industries.

Of the 850,000 (in scope) universe of T-1's, and T-2's below the \$2M sales threshold, 120,000 firms had already been selected for a cross-sectional sample for the 1984 data year. This sample can accurately reflect universe variations in industrial classification to the three digit SIC level for many large urban centres. But only 29 information items are normally manually transcribed and key punched by Statistics Canada clerical staff. This traditional mode of operation allows only a few of the major financial ratios to be calculated. To enable a fuller range of financial, as well as operating ratios, to be calculated an additional 35 items have been identified, transcribed, edited, key punched, verified and will shortly be analyzed. Needless to say this is an expensive process. These additional 35 data items were captured for a sample of approximately 25,000 firms in the 20 industries where small firms are most prevalent i.e. industries representing 30% of the total count of firms in the small business universe. With this "focussing approach" we are concentrating our present limited resources in areas where we believe the most benefit can be attained. For approximately three months, this additional data capture work occupied 17 clerical staff (\$93K), a full time supervisor (\$7K) and the part time attention of a senior project officer (\$7K), consulting methodologist (\$3K) and computer support staff(\$10K). The total cost of staff (\$120K), plus additional computer time (\$40K) and other expenses (\$10K) is estimated at \$170,000.

3.1.4. Limitations to Present Work Program

The allocation of large firm activity by province is a major challenge, particularly with regard to those firms which are not in a tax paying position. Such firms do not report activities by province on taxation records. It was primarily because of this allocation problem that the ratio publishing initiative of the Industrial Organization Division was terminated in 1983. These allocation problems are now being investigated as a separate project by the Infrastructure Project Team mentioned below. For the present these regional allocation impediments continue to constrain the Bureau from presenting a full sales size spectrum. Meanwhile separate tabulations of profitable and non-profitable firms will be prepared as a partial solution to this problem.

The Infrastructure Project Team is planning a new Central Frame Data Base (CFDB) to provide a direct link between many administrative and survey sources of information. This effort will make it possible to allocate most larger firm data by region or province. CFDB is scheduled to be in operation by April 1987. At this time tabulation of the full size company spectrum could be initiated.

3.1.5. The Proposal

In Year I of the Small Business Statistics Program, i.e. 1986/87, ratios would again be produced for 20 small business industries. With sufficient funding the Program will be able to extend this work in Year II (1987/88) to some 100 industries (3 and 4 digit 1980 SIC)

representing over 75% of small businesses. Annex C (see page 85) presents a conversion of the 40 selected industries requested by the provinces on a 1970 SIC basis into the industries they represent on the basis of the 1980 SIC coding standard.

If acted upon, this proposal would necessitate a significant redesign of the Bureau's tax record sampling techniques. To meet the level of industry and regional detail required by small business the sample size would in all likelihood have to be increased and a sample prespecification process may be necessary to cope with smaller regions and/or important industries which are comprised of relatively lower number of firms.

Transcription of these new data items for approximately a sample of 120,000 businesses (to produce ratio data for some 100 SIC's) would require 18 clerical person-years (\$396K), a supervisor (\$26K) part-time attention of a senior project officer (\$30K), a consulting methodologist (\$5K) and computer support staff (\$15K). Total labour costs would be approximately \$472K, computer costs are estimated at \$150K and other expenses might reach \$15K for a project total of \$637,000.

This proposal may also necessitate a modification of the present manner in which Revenue Canada Taxation (RC-T) codes the industry classification of unincorporated firms. Some, as yet unknown, marginal costs of improved industry coding for all unincorporated tax

filers would have to be paid to RC-T to insure that these activities in no way delayed the income tax assessment and refund process. These coding operations take place in the seven regional data centres operated by RC-T.

Improved industry coding of tax records would also yield many beneficial by-products which are not directly related to small business, e.g. improved auditing algorithms for RC-T.

3.2. SURVEY OF EMPLOYMENT PAYROLLS AND HOURS (SEPH) *

3.2.1. Applications

SEPH now produces monthly estimates of employment by industry (up to the 3 digit SIC level) and region (both provinces and certain urban areas). These employment statistics are often used by industry analysts as a fundamental current economic indicator.

* It is estimated that \$50,000 would be required to determine the quality of SEPH size of business data and this investment may be entirely lost if a poor result is discovered. If this first step does indicate further work is warranted then a one time only development cost of \$75,000 would be required for a computer analyst's time, for a half a year, a person-year for a senior methodological statistician and \$15,000 of computer resources. It should be clearly noted, that this is a risky basic research project. However, the appeal of getting more mileage from an existing monthly survey, without increasing paperburden (sample size) is compelling. The argument for pursuing this possibility is strengthened by the realization that annual maintenance costs are only about \$20,000 plus the cost of disseminating results.

SEPH also produces estimates of overtime earnings and hours worked which provides both government analysts and individual businesses with an industry and region specific assessment of labour utilization and average weekly earnings as paid to salaried employees or hourly wage earners.

3.2.2. The Present

The determination of SEPH's sample size made use of a three level stratification process. The universe of about 750,000 employers is stratified by 12 provinces and territories, 16 industry groups and 4 size groups (0 to 19, 20 to 49, 50 to 199, and 200 or more paid employees). Therefore, SEPH could actually produce estimates of employment, payrolls and hours by size of business as shown in Graphic 3.2A. However, firm size was only introduced into the sample selection process in order to optimally determine (reduce as much as possible) the number of businesses which had to be surveyed in order to produce reliable estimates. Production of estimates by firm size was not a factor involved in the specification and design of SEPH.

3.2.3. The Proposal

The Small Business Statistics Program would like to determine the quality of estimates which could be produced from the SEPH by firm size. If the survey will support this level of disaggregation then routine publication of the statistics presented in graphics 3.2A and 3.2B is proposed.

Graphic 3.2A

STATISTICS CANADA - SURVEY OF EMPLOYMENT, PAYROLLS AND HOURS
COMPANY DATA BASE
DECEMBER, 1984
NUMBER OF EMPLOYEES AND GROSS WEEKLY PAYROLLS
BY COMPANY SIZE AND INDUSTRY OF EMPLOYMENT (1970 SIC)
CANADA

INDUSTRY OF EMPLOYMENT	COMPANY SIZE					
	TOTAL	LESS THAN 20	20-49	50-99	100-199	200+
NUMBER OF EMPLOYEES (000'S)						
TOTAL.....	8,738.1	1,807.8	841.6	588.7	519.6	4,980.5
FORESTRY (031-039).....	49.6	11.2	3.8	1.8	1.1	31.7
MINING (051-099).....	149.3	11.9	7.9	6.5	10.1	112.9
MANUFACTURING (101-399).....	1,625.3	147.0	159.2	140.2	134.6	1,044.3
CONSTRUCTION (404-421).....	339.6	181.8	59.6	28.7	20.8	48.7
T.C.O.U. (501-579).....	797.9	81.5	46.3	29.2	35.2	605.4
TRADE (602-699).....	1,657.9	619.7	221.6	132.0	87.3	597.2
F.I.R.E. (701-737).....	542.6	119.0	46.3	21.6	20.5	335.2
COMMERCIAL SERV. (823-827,841-899)	1,443.5	592.7	235.5	150.9	90.9	373.5
SUBTOTAL - DRIE INDUSTRIES.....	6,605.4	1,764.8	780.2	511.0	400.6	3,148.8
EDUCATION (801-809).....	756.8	13.5	15.6	19.1	45.1	663.5
HOSPITALS & WELFARE (821,822,828)	728.4	28.4	43.5	51.6	58.8	546.2
PUBLIC ADMINISTRATION (909-951).....	647.5	1.1	2.3	7.1	15.1	621.9
SUBTOTAL - NON-COMMERCIAL.....	2,132.7	42.9	61.4	77.7	119.0	1,831.7
GROSS WEEKLY PAYROLLS (\$ 000'S)						
TOTAL.....	3,565,107.9	516,803.0	284,226.4	217,953.3	201,607.7	2,344,517.5
FORESTRY (031-039).....	25,458.8	4,744.3	1,745.4	920.5	583.9	17,464.6
MINING (051-099).....	100,115.7	5,466.6	5,133.2	3,969.9	6,100.1	79,446.0
MANUFACTURING (101-399).....	757,257.0	46,581.3	55,669.2	52,239.0	53,537.7	549,229.8
CONSTRUCTION (404-421).....	166,375.8	73,318.0	31,772.1	16,655.2	12,440.0	32,190.5
T.C.O.U. (501-579).....	417,824.4	26,480.0	16,774.1	12,888.0	17,224.2	344,458.2
TRADE (602-699).....	491,264.0	163,125.8	71,902.5	47,296.2	29,736.8	179,202.6
F.I.R.E. (701-737).....	230,776.7	40,146.2	20,870.4	8,706.5	9,196.4	151,857.4
COMMERCIAL SERV. (823-827,841-899)	399,290.0	146,611.8	60,691.9	48,933.0	26,180.6	116,872.6
SUBTOTAL - DRIE INDUSTRIES.....	2,588,362.3	506,473.9	264,558.7	191,608.3	154,999.7	1,470,721.6
EDUCATION (801-809).....	378,887.8	3,580.1	5,657.8	7,968.2	21,087.6	340,594.1
HOSPITALS & WELFARE (821,822,828)	258,559.2	6,332.9	12,931.1	15,362.4	18,852.2	205,080.7
PUBLIC ADMINISTRATION (909-951).....	339,298.6	416.1	1,078.8	3,014.4	6,668.3	328,121.1
SUBTOTAL - NON-COMMERCIAL.....	976,745.6	10,329.0	19,667.7	26,345.0	46,608.0	873,795.9

STATISTICS CANADA - SURVEY OF EMPLOYMENT, PAYROLLS AND HOURS
 COMPANY DATA BASE
 DECEMBER, 1984
 NUMBER OF EMPLOYEES AND GROSS WEEKLY PAYROLLS
 BY COMPANY SIZE AND PROVINCE OF EMPLOYMENT
 FOR ALL INDUSTRIES EXCEPT 801-822, 828 AND 909-951 (1970 SIC)

PROVINCE OF EMPLOYMENT	COMPANY SIZE					
	TOTAL	LESS THAN 20	20-49	50-99	100-199	200+
NUMBER OF EMPLOYEES (000'S)						
CANADA (INCL. YUKON & NWT).....	6,605.4	1,764.8	780.2	511.0	400.6	3,148.8
NEWFOUNDLAND.....	70.5	20.8	7.3	5.9	4.2	32.4
PRINCE EDWARD ISLAND.....	17.0	5.9	2.1	1.9	1.0	6.0
NOVA SCOTIA.....	167.3	46.6	20.0	10.2	10.2	80.3
NEW BRUNSWICK.....	128.6	35.6	13.7	10.0	6.5	62.8
QUEBEC.....	1,617.4	460.9	224.6	139.6	100.8	691.6
ONTARIO.....	2,803.6	656.4	299.5	222.3	173.4	1,452.0
MANITOBA.....	256.4	62.2	24.5	23.2	15.0	131.4
SASKATCHEWAN.....	181.9	64.3	20.7	10.5	8.7	77.5
ALBERTA.....	628.1	174.6	82.7	41.5	41.0	288.4
BRITISH COLUMBIA.....	720.0	232.8	82.9	44.9	38.7	320.7
GROSS WEEKLY PAYROLLS (\$ 000'S)						
CANADA (INCL. YUKON & NWT).....	2,588,362.3	506,473.9	264,558.7	191,608.3	154,999.7	1,470,721.6
NEWFOUNDLAND.....	25,761.5	5,333.3	2,360.8	2,012.7	1,247.1	14,807.6
PRINCE EDWARD ISLAND.....	4,709.5	1,495.9	587.4	509.7	226.0	1,890.6
NOVA SCOTIA.....	56,428.4	11,937.8	6,492.7	3,042.9	3,305.6	31,649.5
NEW BRUNSWICK.....	45,387.9	9,123.0	4,041.6	2,710.7	2,469.5	27,043.1
QUEBEC.....	620,476.9	128,042.1	73,190.4	54,031.5	37,102.4	328,110.5
ONTARIO.....	1,105,887.2	186,864.6	106,139.0	83,046.3	66,537.4	663,299.9
MANITOBA.....	90,447.7	15,742.2	7,223.0	6,649.4	5,042.0	55,791.1
SASKATCHEWAN.....	66,610.4	17,622.8	6,527.9	3,843.1	3,452.9	35,163.7
ALBERTA.....	266,979.7	57,775.7	29,278.6	16,290.8	18,087.9	145,546.7
BRITISH COLUMBIA.....	298,676.7	70,936.4	27,787.0	19,101.1	16,968.9	163,883.3

3.3 QUARTERLY SURVEY OF MANUFACTURING

3.3.1. Applications

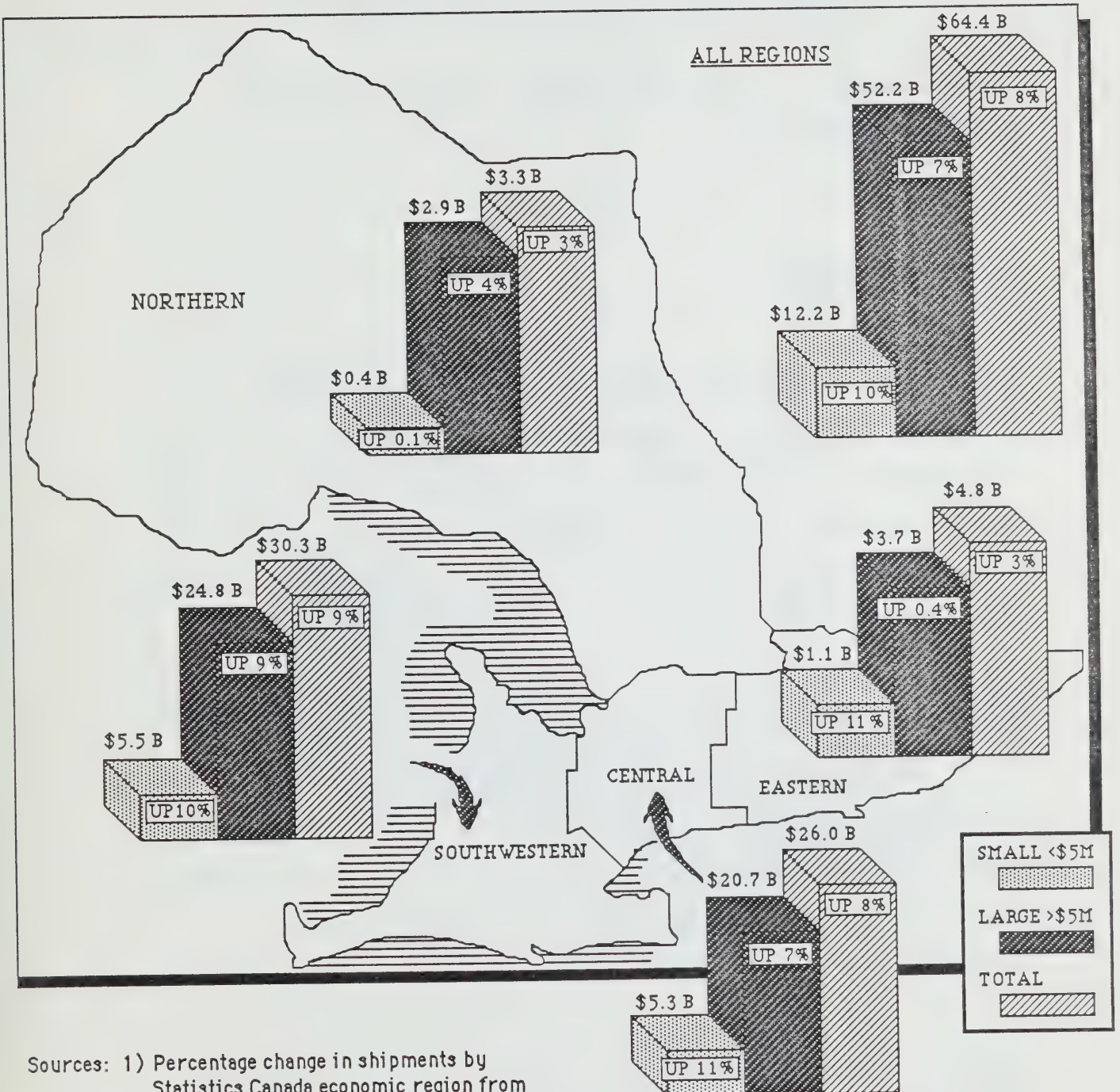
In order to focus their attention on sectors of particular opportunity or decline regional development authorities require up-to-date business performance information. Segmenting such information by size of business provides analysts with an indication of the type of businesses contributing to a given opportunity or problem. A monthly survey of manufacturing by company size (released quarterly) would respond to this need by providing data on the level of manufacturing shipments for each of 29 regions in Canada for two size groups ie. small business (under \$5M revenues) and large business (over \$5M revenues). There would be four regions each in Quebec, Ontario and British Columbia, three each in Alberta, Saskatchewan, New Brunswick, Nova Scotia, and two each in Manitoba and Newfoundland. P.E.I. would be reported as one region.

3.3.2. The Past

Graphic 3.3A depicts the results of a special pilot report providing such sub-provincial information. This pilot report was done on behalf of Ontario Development Corporation for four regions within Ontario. Because of this previous work the development costs of an expanded cross-Canada report would be low.

GROWTH IN VALUE OF SHIPMENTS FOR SMALL VS. LARGE ONTARIO MANUFACTURERS, BY ODC ECONOMIC REGIONS

JANUARY TO JUNE, 1985 RELATIVE TO ONE YEAR EARLIER



Sources: 1) Percentage change in shipments by Statistics Canada economic region from Statistics Canada Monthly Survey of Shipments, Inventories and Orders.

2) Dollar value of shipments for Statistics Canada economic regions adjusted, where necessary, according to population for ODC economic regions.

Originally prepared by DON ALLEN AND ASSOC.

3.3.3. The Present

The data base for a current sub-provincial business performance indicator already exists but is not now tabulated in the manner required.

3.3.4. The Proposal

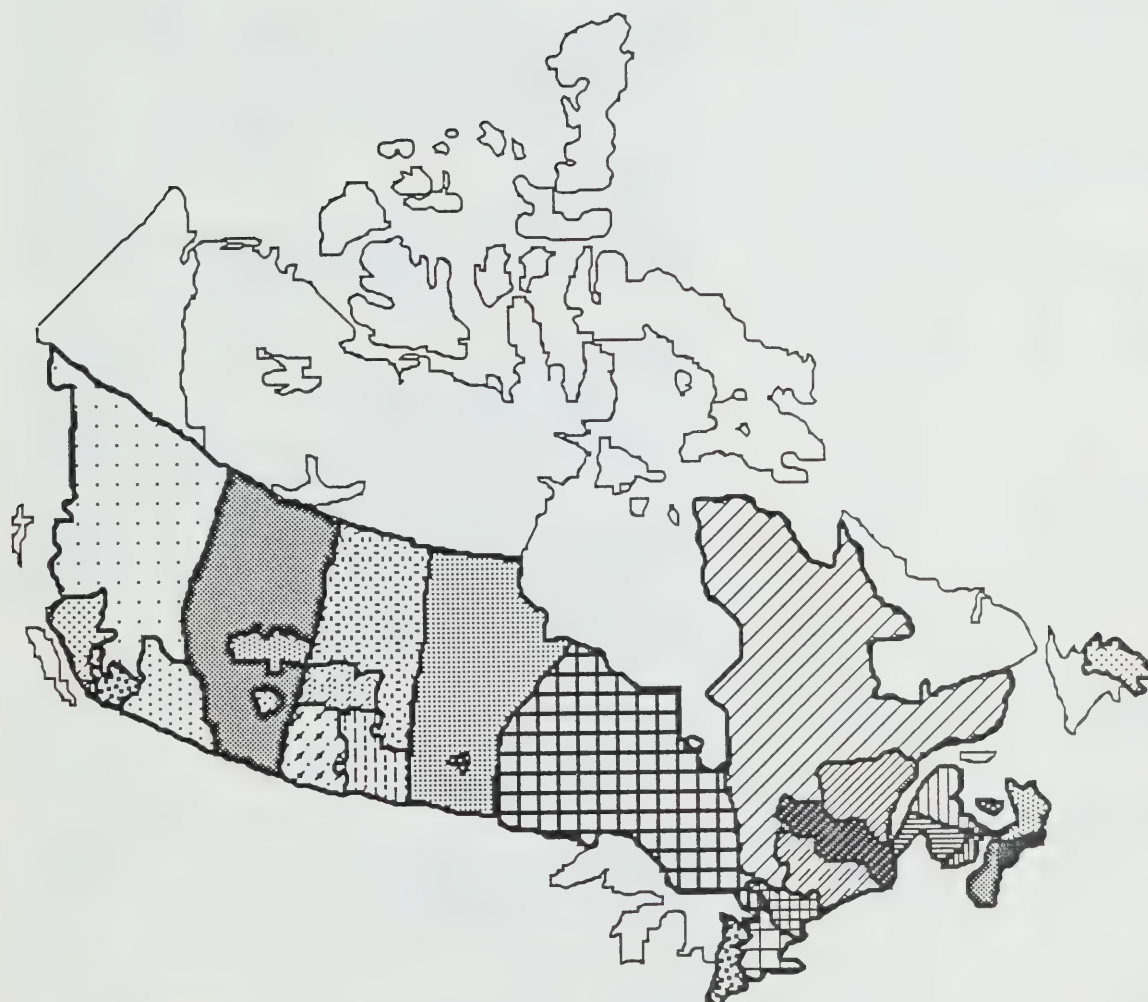
Modification of the monthly Survey of Manufactures to a report of the 29 regions illustrated in Graphic 3.3B and listed in graphic 3.3C would cost an estimated \$33,000 for the first year's output plus \$28,000 for subsequent years. Given the needed resources during February 1986 a first edition of this report could be ready by October 1986.

A finer level of industry detail (to the 22 major group level instead of the all-manufacturing level depicted in Graphic 3-3D) could be provided by increasing the sample size by about 3,000 establishments. This increase would also enable some absolute figures to be released instead of only the percentage changes i.e. actual estimated shipments, inventories, and new orders.

Resources required to attain this second, finer level of detail are estimated at \$154,000 for the first year of operations and \$145,000 for subsequent years.

GRAPHIC 3.3B

**SURVEY OF MANUFACTURING BY SIZE OF BUSINESS,
TWENTY NINE REGIONS OF CANADA**



TWENTY NINE REGIONS OF CANADA

PROVINCE	NUMBER OF SUBDIVISIONS	ECONOMIC REGIONS/ CENSUS DIVISIONS	\$ MILLIONS 1981 VALUE OF SHIPMENTS OF GOODS OF OWN MANUFACTURE
NEWFOUNDLAND	2	TOTAL	1,241
		00 AVALON	498
		REMAINDER	743
PRINCE EDWARD ISLAND	1		247
NOVA SCOTIA	3	TOTAL	3,823
		20,21 CAPE BRETON, NORTHSHORE	1,466
		24 HALIFAX	1,440
		22,23 ANNAPOLIS VALLEY, S. NOVA SCOTIA	915
NEW BRUNSWICK	3	TOTAL	3,844
		32 SAINT-JOHN	2,247
		33,34 FREDERICTON, EDMUNDSTON-WOODSTOCK	401
		30-31 CHALEUR BAY-MIRAMICHI, MONCTON	966
QUEBEC	4	TOTAL	50,139
		45 MONTREAL	34,666
		43,44 TROIS-RIVIERE, ESTRIE	5,256
		42 QUEBEC	4,809
		40,41,46,47,48,49 REMAINDER	5,408
ONTARIO	4	TOTAL	93,989
		50 EASTERN ONTARIO	6,717
		51 CENTRAL ONTARIO	63,580
		52 SOUTHWESTERN ONTARIO	18,401
		53,54 NORTHEASTERN, NORTHWESTERN ONTARIO	5,291
MANITOBA	2	TOTAL	4,977
		64 WINNIPEG	3,848
		60,61,62,63,65,66,67 REMAINDER	1,129
SASKATCHEWAN	3	TOTAL	2,504
		70 REGINA, MOOSE MOUNTAIN	1,000
		72 SASKATOON - BIGGAR	730
		71,73,74,75 REMAINDER	774
ALBERTA	3	TOTAL	13,437
		85 EDMONTON - LLOYDMISTEER	7,227
		82 CALGARY - DRUMHELLER	3,417
		80,81,83,84,86,87 REMAINDER	2,793
BRITISH COLUMBIA	4	TOTAL	16,793
		94 VANCOUVER	9,460
		95 VANCOUVER ISLAND-COAST	2,120
		90,91,92 EAST, CENTRAL KOOTENAY, OKANAGAN - BOUNDARY	1,781
TOTAL	29	93,96,97,98 REMAINDER	3,432
			191,030

GRAPHIC 3.3D

PROPOSED ENHANCEMENTS

I MAJOR INDUSTRY LEVEL OF DETAIL, 22 INDUSTRIES

ALL MANUFACTURING TOTAL
FOOD INDUSTRIES
BEVERAGE IND.
TOBACCO PRODUCTS IND.
RUBBER PRODUCTS IND.
PLASTICS PRODUCTS IND.
LEATHER AND ALLIED PRODUCTS IND.
PRIMARY TEXTILE IND.
TEXTILE PRODUCTS IND.
CLOTHING IND.
WOOD IND.
FURNITURE & FIXTURE IND.
PAPER AND ALLIED PRODUCTS IND.
PRINTING, PUBLISHING AND ALLIED IND.
PRIMARY METAL IND.
FABRICATED METAL IND.
(except machinery, transportation equipment ind.)
MACHINERY IND.
TRANSPORTATION EQUIPMENT IND.
ELECTRICAL AND ELECTRONIC PRODUCTS IND.
NON-METALLIC MINERAL PRODUCTS IND.
REFINED PETROLEUM & COAL PRODUCTS IND.
CHEMICAL AND CHEMICAL PRODUCTS IND.
OTHER MANUFACTURING IND.

II ABSOLUTE FIGURES FOR:

SHIPMENTS

INVENTORIES

NEW ORDERS

3.4 CURRENT AND EXPECTED MANUFACTURING PRODUCTION

3.4.1. Applications

With timely information on anticipated levels of activity both government and business are in a better position to chart their course of action. This is particularly true when the information specifies the precise nature of the difficulties/opportunities being encountered eg. raw material shortages, increase in new orders received. The proposed report would respond to such a need by providing a three month forecast of production levels for the same 29 regions and size groups as shown in project 3.3 above.

3.4.2. The Past

Such information is not presently available by size of business. A report, not stratified by size, is currently produced by the Industry Division of Statistics Canada. (CANSIM matrices 2843, 2844 and 2845).

3.4.3. The Proposal

A size stratified report as illustrated in Graphic 3.4A could be produced at the all-industry level of aggregation for an estimated \$15,000 for the first year and \$13,000 for subsequent years. A finer 22 major group level of detail report would cost \$26,000 for the first

EXISTING REPORT

DATE	EXP. PRODUCTION NEXT 3 VS LAST 3 MONTHS					NEW ORDERS LEVEL		UNFILLED ORDERS BACKLOG		FINISHED PRODUCT INVENTORY			SOURCES OF PRODUCTION DIFFICULTIES SHORTAGES					
	HIGHER	LOWER	ABOUT SAME	RISING	DECLINING	ABOUT SAME	HIGHER THAN NORMAL	LOWER THAN NORMAL	ABOUT NORMAL	TOO HIGH	TOO LOW	ABOUT RIGHT	WORKING CAPITAL	SKILLED LABOUR	UNSKILLED LABOUR	RAW MATERIALS	OTHER DIFFICULTIES	NO DIFFICULTIES
All Manufacturing Industries																		
OCT. '84	28	34	38	22	24	55	13	26	62	7	22	72	6	3	1	7	12	72
JAN. '85	22	23	55	21	20	59	15	27	58	3	28	69	4	2	0	3	10	81
APR. '85	34	15	51	29	17	54	16	23	61	3	30	67	6	3	0	4	11	78
JULY '85	23	27	50	27	19	54	19	21	60	5	21	74	8	5	0	4	5	79
OCT. '85	33	21	47	28	23	49	12	19	69	7	21	72	4	4	1	3	4	85

PROPOSED REPORT:

DATE		EXP. PRODUCTION NEXT 3 VS LAST 3 MONTHS					NEW ORDERS LEVEL		UNFILLED ORDERS BACKLOG		FINISHED PRODUCT INVENTORY			SOURCES OF PRODUCTION DIFFICULTIES SHORT AGES					
		HIGHER	LOWER	ABOUT SAME	RISING	DECLINING	ABOUT SAME	HIGHER THAN NORMAL	LOWER THAN NORMAL	ABOUT NORMAL	TOO HIGH	TOO LOW	ABOUT RIGHT	WORKING CAPITAL	SKILLED LABOUR	UNSKILLED LABOUR	RAW MATERIALS	OTHER DIFFICULTIES	NO DIFFICULTIES
OCT. 1985																			
<u>All Manufacturing Industries</u>																			
SMALL BUSINESS		X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
LARGE BUSINESS		X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X

year and \$23,000 for subsequent years. These latter estimates assume that the required increase in sample size under project 3.3 above is funded.

Due to other urgent commitments of the Industry Division the earliest either of these two new manufacturing reports could be produced is October 1986.

3.5 CHANGES IN FINANCIAL POSITION

(Source and Application of Funds)

3.5.1. Applications

The data will respond to a long felt need for information on capital flows by size of business.

The data portray the role played by small business within the nation's total investment position.

This statistical series could reveal the various sources of funds, i.e. cash provided from operations, sale of fixed assets, increase in long term debt, advances and loans from owners etc... (see Graphic 3.5A) and their relative importance to the operation of businesses of various sizes in different industries and regions of the country. Government analysts could examine variations from national averages to pin-point sectors, regions and/or a size of business that may be faced with financing problems. The business community and business counsellors could use this information to determine the normal structure (mix) by which similar companies finance their operations.

At a similar level of detail, this statistical series would also depict how firms apply the funds they have acquired from the above noted sources, i.e. repayment of long term debt, purchase of fixed assets, repayment of advances or loans from owners, purchase of investments etc...(see Graphic 3.5B)

REGION

GRAPHIC 3.5A

YEAR 1984

INDUSTRY

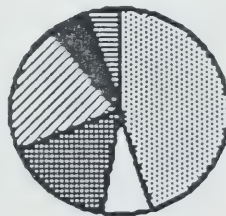
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**STATEMENT OF CHANGES
IN FINANCIAL POSITION**

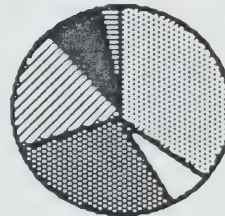
SOURCE OF CASH

	REVENUE SIZE GROUPS IN \$				CANADA			
	10-50K	50-500K	500K-2M.	SUB TOT.	2-10M.	10-20M.	20M.+	TOTAL
CASH PROVIDED FROM OPERATIONS								
FONDS PROVENANT DE L'EXPLOITATION								
SALE OF FIXED ASSETS								
ACQUISITIONS-IMMOBILISATIONS								
INCREASE IN LONG TERM DEBT								
AUGMENTATION-DETTE A LONG TERME								
ADVANCES-LOANS FROM OWNERS								
AVANCES DES ACTIONNAIRES								
CASH FROM GOVERNMENT								
AVANCE DU GOUVERNEMENT								
ADDITIONAL INVESTMENT - OWNERS								
AUGMENTATION DU CAPITAL								
SALE OF INVESTMENTS								
DIMINUTION DES PLACEMENTS								
INCOME TAX ADJUSTMENTS								
AJUSTEMENTS D'IMPOT								
OTHER MISC SOURCES								
AUTRES								
TOTAL AVAILABLE CAPITAL								
TOTAL DES DISPONIBILITES								
TOTAL CAPITAL/SALES %								

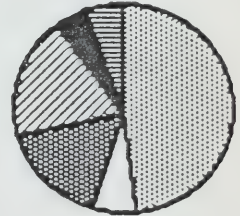
TOTAL ALL
SIZES



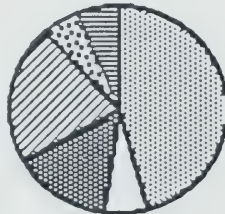
10-50K



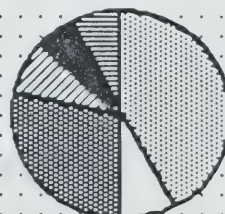
50-500K



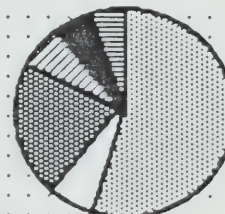
500K-2M.



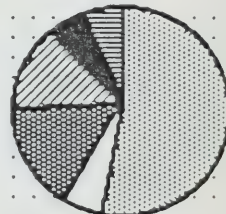
2-10M.










10-20M.



20M+



-  CASH PROVIDED FROM OPERATIONS
-  SALE OF FIXED ASSETS
-  INCREASE IN LONG TERM DEBT
-  ADVANCES AND/OR LOANS FROM OWNERS
-  SALE OF INVESTMENTS
-  OTHERS
-  ADDITIONAL INVESTMENT BY OWNERS

CANADA LEVEL ONLY

REGION

INDUSTRY

SIC

**STATEMENT OF CHANGES
IN FINANCIAL POSITION**

APPLICATION OF CASH

REVENUE SIZE GROUPS IN \$

CANADA

10-50K 50-500K 500K-2M. TOT. SUB

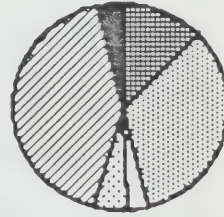
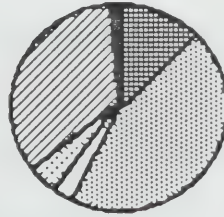
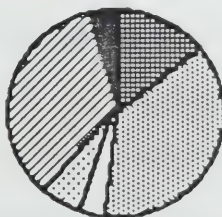
2-10M. 10-20M. 20M.+ TOTAL

REPAYMENT OF LONG TERM DEBT
REMBOURSEMENT-DETTE A LONG TERME
PURCHASE OF FIXED ASSETS
ACQUISITIONS D'IMMOBILISATIONS
REPAY ADVANCES-LOANS FROM OWNERS
REMBOURSEMENTS-ADVANCES DES
ACTIONNAIRES
PURCHASE OF INVESTMENTS
AUGMENTATION DES PLACEMENTS
PAYMENT OF DIVIDENDS
DIVIDENDES PAYES
DECREASES IN OWNER INVESTMENT
DIMINUTION DU CAPITAL
ADDITIONAL INCOME TAXES
AJUSTEMENTS D'IMPOT
OTHER MISC. USES
AUTRES
TOTAL CAPITAL USED
TOTAL-UTILISATION DES FONDS
INCREASE(DECREASE) WORK-CAPITAL
AUGMENTATION(DIMINUTION) FONDS
ROULEMENT
WORKING CAPITAL (BEGIN)
FONDS ROULEMENT AU DEBUT
WORKING CAPITAL (END)
FONDS ROULEMENT (FIN)

TOTAL ALL
SIZES

10-50K

50-500K

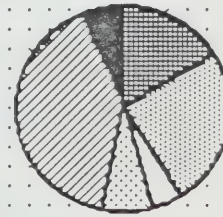
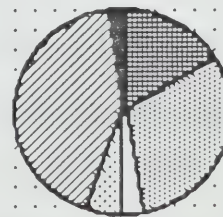
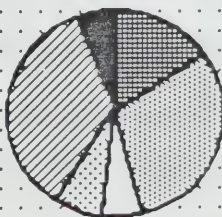
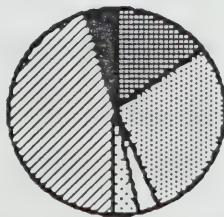


500K-2M.

2-10M.

10-20M.

20M+



CANADA LEVEL ONLY

REPAYMENT LONG TERM DEBT
PURCHASE FIXES ASSETS
REPAYMENT OF ADVANCES
OR LOANS FROM OWNERS
PURCHASE OF INVESTMENTS
PAYMENTS OF DIVIDENDS
OTHERS

These data will be particularly important to young firms and young entrepreneurs who lack a track record and are desperately searching for statistics and guidance on "normal" standards of operation. The value of this statistical series will increase as we track year-to-year variations through various parts of the business cycle. This information may help individual entrepreneurs to structure or restructure their financing in such a manner as to take best advantage of the "good times" and increase their chances of surviving "bad times".

Governments will be better able to determine what role they are playing in the financing of the Canadian small business community. They may also gain insights into whether they wish to increase or decrease their involvement, and perhaps when in the business cycle action in either direction is warranted.

3.5.2. The Past

The Federal Business Development Bank (FBDB) through its consultant, Don R. Allen & Assoc. and in collaboration with Statistics Canada, has recently completed the first such study ever produced in Canada. This study considered a small sample of 7,500 incorporated firms. An additional 20 items were transcribed from T2 corporate tax records, edited, key punched, verified and analyzed for this study. There was no additional paperburden to small business caused by this study.

The study produced national estimates for ten industry divisions and three size classes of small business (\$10K-50K, \$50K-500K, \$500K-2M of sales).

3.5.3. The Present

The Small Business Statistics Project Team has initiated a new project on this subject which represents an update for the year 1984, a methodological refinement through the inclusion of both incorporated and unincorporated businesses (T-1's and T-2's), and a sample size extension. The results will be portrayed at the same ten industry divisions, three firm sizes and six regions with a Canada total.

This project will occupy the attention of 17 clerks (\$93K), a supervisor (\$7K) and part-time involvement of a computer programmer (\$10K), a methodologist (\$3K) and a senior project officer (\$15K) for three months. Labour costs are estimated at \$113K, computer costs are estimated at \$85K, and \$5K of miscellaneous costs will result in a project total of \$203,000.

3.5.4. The Proposal

The present study should become an annual exercise and consideration should be given to providing more refined industry detail i.e. 2 digit SIC, major group detail as well as extending the size groups to include larger businesses \$2M-10M, \$10M-20M, \$20M+.

3.6 EMPLOYMENT CREATION

3.6.1. Applications to Governments

This statistical series produces estimates of employment growth, whether positive or negative, for all private sector industries (up to 3 digit SIC detail), six firm size classes (0 to 4.9, 5 to 19.9, 20 to 49.9, 50 to 99.9, 100 to 499.9 and over 500 FYE person years of employment), by the country of control of the employer on a provincial and territorial basis. The implications to the policy process of knowing how many jobs were created by which firms in which regions and years are largely self-evident.

3.6.2. The Past

Statistics Canada does not now produce employment estimates, across a broad range of industries, for businesses of varying sizes (see Section 3.2 on page 22 for a discussion of the Survey of Employment, Payrolls and Hours). Certain industry specific surveys and census programs, such as the Census of Manufacturers, can produce employment estimates by firm size (see Don R. Allen and Associates, Relative Performance of Size Groups in Canadian Manufacturing Sectors, Small Business Secretariat, DRIE, March 1984).

During 1984 and into 1985 Statistics Canada pursued a basic research program aimed at the production of payroll and person-years of

employment estimates derived from T4 supplementary tax records for the entire range of industries in the private sector. This research was funded through cost recovery contracts involving DRIE, FBDB, Finance Canada, Indian and Northern Affairs Canada, private sector consulting firms, and limited internal resources.

3.6.3. The Present

Statistics Canada will shortly publish a study at the national level entitled Employment Creation in Canada: A Longitudinal Assessment of Industry, Firm Size and Country of Control, 1978-1982 (Cat. 18-501E). Elements of this study are contained in a current collaborative study between Statistics Canada and the FBDB.

This report presents estimates of the number of employers and employees and shows calculations of the net change between each individual year from 1978 to 1982 (see Graphic 3.6A). These data are presented by industry and firm size. A "life status" is defined for each firm, i.e. whether the firm represents the birth of a new employer in that year or the death of a former employer. For employers in continuous existence across study years there is a distinction presented between those that increased their employment versus those suffering declines. A set of transition matrices also depicts the number of firms, and their associated employment levels, that changed size categories, e.g. how many firms, with how many associated employees, grew from being very small to very large, or how many fell from being medium sized to being small? (see Graphic 3.6B).

The employment creation behaviour of foreign versus domestically controlled firms has been cross tabulated by firm size (see Graphic 3.6B).

A new methodology has been developed to simultaneously consider the relative impact of several variables upon a firm's employment growth. In this first study the relative impact of industry, firm size and country of control have been partitioned into separate and combined interaction effects. This method allows for a more realistic measurement of, for instance, the impact of firm size upon employment creation when adjustments are made for industry affiliation and the firm's country of control status (see Graphic 3.6D).

Detailed tabulations by 3 digit SIC industry and province (from 1978 to 1984) are now available on a cost recovery basis.

3.6.4. The Proposal

The same study could be repeated annually at an estimated cost of \$75,000 per year plus marginal dissemination costs.

This data series is descriptive of the employment creation process. Additional research studies (e.g. see project 4.3) are required if we are to seek explanation rather than being satisfied with description.

TABLE 1. Employment Creation By Industry Division, Firm Size and Life Status, 1978-82

Industry Division, Initial Year Firm Size, Life Status	1978					1982					net change in FYE person years		
	firms	payroll (\$mil)	FYE person years			firms	payroll (\$mil)	FYE person years			number	% size	% life stat
			number	% size	% life stat			number	% size	% life stat			
Total (excluding public admin.)													
Total - all sizes													
Total - all statuses.....	596,429	104,162	8,091,632	100	100	712,013	163,613	8,757,423	100	100	665,791	100	100
Continuous.....	384,846	95,106	7,306,638	100	90	384,846	148,198	7,802,742	100	89	496,104	100	75
- increasing employment.....	201,777	48,607	3,771,697	100	47	201,777	97,365	5,180,457	100	59	1,408,760	100	212
- declining employment.....	183,069	46,499	3,534,940	100	44	183,069	50,834	2,622,284	100	30	-912,656	100	-137
Births.....	0	0	0	(1)	0	327,167	15,415	954,681	100	11	954,681	100	143
Deaths.....	211,583	9,056	784,995	100	10	0	0	0	(1)	0	-784,995	100	-118
0-4.9													
Total - all statuses.....	449,393	7,393	634,155	8	100	547,974	16,224	978,340	11	100	344,185	52	100
Continuous.....	264,578	5,125	436,744	6	69	264,578	10,217	614,833	8	63	178,089	36	52
- increasing employment.....	148,157	2,452	215,704	5	34	148,157	7,920	479,956	9	49	264,252	19	77
- declining employment.....	116,421	2,673	221,039	6	35	116,421	2,297	134,877	5	14	-86,163	9	-25
Births.....	0	0	0	(1)	0	283,396	6,007	363,507	38	37	363,507	38	106
Deaths.....	184,815	2,268	197,411	25	31	0	0	0	(1)	0	-197,411	25	-57
5-19.9													
Total - all statuses.....	103,561	11,190	1,002,628	12	100	118,104	17,559	1,100,411	13	100	97,783	15	100
Continuous.....	82,857	9,102	808,951	11	81	82,857	13,980	861,456	11	78	52,506	11	54
- increasing employment.....	35,986	3,916	351,050	9	35	35,986	9,361	572,688	11	52	221,638	16	227
- declining employment.....	46,871	5,186	457,901	13	46	46,871	4,619	288,768	11	26	-169,132	19	-173
Births.....	0	0	0	(1)	0	35,247	3,579	238,955	25	22	238,955	25	244
Deaths.....	20,704	2,088	193,677	25	19	0	0	0	(1)	0	-193,677	25	-198
20-49.9													
Total - all statuses.....	26,003	9,154	796,161	10	100	27,934	13,149	804,121	9	100	7,959	1	100
Continuous.....	21,945	7,768	673,302	9	85	21,945	11,390	684,003	9	85	10,701	2	134
- increasing employment.....	9,742	3,481	300,653	8	38	9,742	7,400	440,948	9	55	140,295	10	1763
- declining employment.....	12,203	4,287	372,649	11	47	12,203	3,989	243,055	9	30	-129,594	14	-2E3
Births.....	0	0	0	(1)	0	5,989	1,759	120,118	13	15	120,118	13	1509
Deaths.....	4,058	1,385	122,859	16	15	0	0	0	(1)	0	-122,859	16	-2E3
50-99.9													
Total - all statuses.....	8,766	7,209	607,237	8	100	9,092	10,465	611,659	7	100	4,422	1	100
Continuous.....	7,529	6,202	521,623	7	86	7,529	9,447	544,560	7	89	22,936	5	519
- increasing employment.....	3,625	3,005	251,937	7	41	3,625	6,363	362,256	7	59	110,319	8	2495
- declining employment.....	3,904	3,197	269,686	8	44	3,904	3,084	182,304	7	30	-87,382	10	-2E3
Births.....	0	0	0	(1)	0	1,563	1,018	67,099	7	11	67,099	7	1517
Deaths.....	1,237	1,007	85,614	11	14	0	0	0	(1)	0	-85,614	11	-2E3
100-499.9													
Total - all statuses.....	6,935	17,759	1,395,665	17	100	7,103	27,126	1,464,633	17	100	68,968	10	100
Continuous.....	6,236	16,181	1,268,968	17	91	6,236	25,524	1,373,207	18	94	104,239	21	151
- increasing employment.....	3,291	8,722	683,000	18	49	3,291	17,714	953,064	18	65	270,064	19	392
- declining employment.....	2,945	7,459	585,969	17	42	2,945	7,810	420,143	16	29	-165,825	18	-240
Births.....	0	0	0	(1)	0	867	1,601	91,426	10	6	91,426	10	133
Deaths.....	699	1,578	126,697	16	9	0	0	0	(1)	0	-126,697	16	-184
500 +													
Total - all statuses.....	1,771	51,458	3,655,786	45	100	1,806	79,089	3,798,259	43	100	142,473	21	100
Continuous.....	1,701	50,728	3,597,049	49	98	1,701	77,640	3,724,683	48	98	127,633	26	90
- increasing employment.....	976	27,031	1,969,353	52	54	976	48,606	2,371,545	46	62	402,192	29	282
- declining employment.....	725	23,697	1,627,696	46	45	725	29,033	1,353,138	52	36	-274,559	30	-193
Births.....	0	0	0	(1)	0	105	1,450	73,576	8	2	73,576	8	52
Deaths.....	70	730	58,737	7	2	0	0	0	(1)	0	-58,737	7	-41

See note at end of table defining FYE

SOURCE: Business Microdata Integration and Analysis, Statistics Canada

TABLE 7. Transition Matrix of Initial and Terminal Year Firm Sizes, by Industry Division, Firm Size and Life Status

Industry Division, Initial Year Firm Size, Life Status	Terminal Year Firm Size											
	Small (0-19.9)						Medium (20-99.9)					
	1978		1982		net change		1978		1982		net change	
	firms	FYE	firms	FYE	# FYE	%	firms	FYE	firms	FYE	# FYE	%
Total (excluding public admin.)												
Total - all sizes												
Total - all statuses	549,414	1,794,466	665,417	1,812,964	18,498	3	37,232	1,300,923	37,303	1,462,662	161,739	24
Continuous	345,879	1,374,084	345,879	1,258,923	-115,161	-23	30,453	1,128,052	30,453	1,243,370	115,318	23
Births	0	0	319,538	554,042	554,042	58	0	0	6,850	219,292	219,292	23
Deaths	203,535	420,382	0	0	-420,382	54	6,779	172,871	0	0	-172,871	22
Small (0-19.9)												
Total - all statuses	540,708	1,486,602	655,483	1,696,996	210,394	48	12,065	148,569	10,393	312,633	164,064	37
Continuous	338,968	1,141,254	338,968	1,177,097	35,843	16	8,323	103,191	8,323	246,476	143,285	62
Births	0	0	316,515	519,899	519,899	86	0	0	2,070	66,157	66,157	11
Deaths	201,740	345,347	0	0	-345,347	88	3,742	45,379	0	0	-45,379	12
Medium (20-99.9)												
Total - all statuses	8,492	260,643	9,758	114,597	-146,046	-163	24,113	991,330	25,628	1,061,344	70,014	565
Continuous	6,774	201,809	6,774	80,815	-120,994	-360	21,194	885,447	21,194	929,630	44,183	131
Births	0	0	2,984	33,782	33,782	18	0	0	4,434	131,715	131,715	70
Deaths	1,718	58,834	0	0	-58,834	28	2,919	105,883	0	0	-105,883	51
Large (100+)												
Total - all statuses	214	47,222	176	1,371	-45,850	-22	1,054	161,024	1,282	88,684	-72,340	-34
Continuous	137	31,021	137	1,011	-30,010	-13	936	139,415	936	67,264	-72,150	-31
Births	0	0	39	361	361	0	0	0	346	21,420	21,420	13
Deaths	77	16,201	0	0	-16,201	9	118	21,609	0	0	-21,609	12
Primary Industries												
Total - all sizes												
Total - all statuses	51,108	56,614	89,888	78,856	22,241	101	516	16,000	347	14,356	-1,644	-7
Continuous	17,733	33,280	17,733	35,481	2,201	93	308	12,793	308	12,739	-54	-2
Births	0	0	72,155	43,375	43,375	93	0	0	39	1,617	1,617	3
Deaths	33,375	23,334	0	0	-23,334	87	208	3,207	0	0	-3,207	12
Small (0-19.9)												
Total - all statuses	50,956	51,588	89,648	75,844	24,256	102	188	2,069	47	1,611	-458	-2
Continuous	17,596	28,849	17,596	33,584	4,735	89	19	110	19	668	558	11
Births	0	0	72,052	42,260	42,260	98	0	0	28	943	943	2
Deaths	33,360	22,739	0	0	-22,739	92	169	1,959	0	0	-1,959	8
Medium (20-99.9)												
Total - all statuses	149						317		288	12,001	-489	29
Continuous	136						280		280			1
Births	0						0		8			28
Deaths	13						37		0	0		69
Large (100+)												
Total - all statuses	3						11	1,442	12	745	-697	800
Continuous	1						9		9			
Births	0						0		3			14
Deaths	2						2		0	0		
Mines, Quarries & Oil Wells												
Total - all sizes												
Total - all statuses	2,692	12,499	3,619	11,867	-632	-3	392	15,551	428	17,998	2,447	10
Continuous	1,801	9,584	1,801	7,252	-2,332	-15	327	14,132	327	14,511	379	2
Births	0	0	1,818	4,615	4,615	29	0	0	101	3,487	3,487	22
Deaths	891	2,915	0	0	-2,915	40	65	1,419	0	0	-1,419	19
Small (0-19.9)												
Total - all statuses	2,605	8,478	3,495	10,611	2,133	18	161	1,663	157	5,287	3,624	31
Continuous					-13	0	123	1,223	123	4,175	2,952	35
Births	0	0			4,057	70	0	0	34	1,112	1,112	19
Deaths					-1,911	81	38	441	0	0	-441	19
Medium (20-99.9)												
Total - all statuses	82	2,839	119	1,235	-1,604	-40	212	8,983	243	10,785	1,801	45
Continuous	68	2,382	68	694	-1,688	-88	185	8,005	185	8,902	897	47
Births	0	0	51	541	541	13	0	0	58	1,883	1,883	45
Deaths	14	458	0	0	-458	22	27	978	0	0	-978	47
Large (100+)												
Total - all statuses	5	1,182	5	21	-1,161	-14	19	4,904	28	1,926	-2,978	-36
Continuous							19	4,904	19	1,433	-3,471	-65
Births	0	0					0	0	9	493	493	8
Deaths												

SOURCE: Business Microdata Integration and Analysis, Statistics Canada

TABLE 7. Transition Matrix of Initial and Terminal Year Firm Sizes, by Industry Division, Firm Size and Life Status

Terminal Year Firm Size												Industry Division, Initial Year Firm Size, Life Status
Large (100+)						Total - all sizes						
1978		1982		net change		1978		1982		net change		
firms	FYE	firms	FYE	# FYE	%	firms	FYE	firms	FYE	# FYE	%	
Total (excluding public admin)												Total (excluding public admin)
Total - all sizes												Total - all sizes
9,783	4,996,243	9,293	5,481,797	485,554	73	596,429	8,091,632	712,013	8,757,423	665,791	100	Total - all statuses
8,514	4,804,502	8,514	5,300,449	495,947	100	384,846	7,306,638	384,846	7,802,742	496,104	100	Continuous
0	0	779	181,348	181,348	19	0	0	327,167	954,681	954,681	100	Births
1,269	191,741	0	0	-191,741	24	211,583	784,995	0	0	-784,995	100	Deaths
Small (0-19 9)												Small (0-19 9)
181	1,613	202	69,122	67,510	15	552,954	1,636,783	666,078	2,078,751	441,968	100	Total - all statuses
144	1,250	144	52,716	51,467	22	347,435	1,245,695	347,435	1,476,289	230,595	100	Continuous
0	0	58	16,406	16,406	3	0	0	318,643	602,462	602,462	100	Births
37	363	0	0	-363	0	205,519	391,089	0	0	-391,089	100	Deaths
Medium (20-99 9)												Medium (20-99 9)
2,164	151,425	1,640	239,838	88,413	714	34,769	1,403,398	37,026	1,415,780	12,382	100	Total - all statuses
1,506	107,670	1,506	218,118	110,448	328	29,474	1,194,925	29,474	1,228,562	33,637	100	Continuous
0	0	134	21,720	21,720	12	0	0	7,552	187,217	187,217	100	Births
658	43,755	0	0	-43,755	21	5,295	208,473	0	0	-208,473	100	Deaths
Large (100+)												Large (100+)
7,438	4,843,206	7,451	5,172,837	329,631	156	8,706	5,051,451	8,909	5,262,892	211,441	100	Total - all statuses
5,864	4,695,582	6,864	5,029,615	334,033	144	7,937	4,866,018	7,937	5,097,890	231,872	100	Continuous
0	0	587	143,222	143,222	87	0	0	972	165,002	165,002	100	Births
574	147,623	0	0	-147,623	80	769	185,433	0	0	-185,433	100	Deaths
Primary Industries												Primary Industries
Total - all sizes												Total - all sizes
41	7,768	54	9,209	1,441	7	51,665	80,382	90,289	102,421	22,039	100	Total - all statuses
38	7,481	38	7,703	222	9	18,079	53,554	18,079	55,922	2,368	100	Continuous
0	0	16	1,506	1,506	3	0	0	72,210	46,499	46,499	100	Births
3	287	0	0	-287	1	33,586	26,828	0	0	-26,828	100	Deaths
Small (0-19 9)												Small (0-19 9)
-	-	-	-	-	-	51,144	53,657	89,695	77,455	23,798	100	Total - all statuses
-	-	-	-	-	-	17,615	28,958	17,615	34,252	5,294	100	Continuous
-	-	-	-	-	-	0	0	72,080	43,203	43,203	100	Births
-	-	-	-	-	-	33,529	24,698	0	0	-24,698	100	Deaths
Medium (20-99 9)												Medium (20-99 9)
471	17,381	533	15,709	-1,672	100	420	15,970	420	13,880	-2,090	100	Total - all statuses
0	0	113	1,829	1,829	100	0	0	113	1,829	1,829	100	Continuous
51	1,411	0	0	-1,411	100	0	0	0	0	-1,411	100	Births
50	9,345	61	9,258	-87	100	44	8,626	44	7,791	-835	100	Deaths
0	0	17	1,467	1,467	100	0	0	17	1,467	1,467	100	Continuous
6	719	0	0	-719	100	0	0	0	0	-719	100	Births
Mines, Quarries & Oil Wells												Mines, Quarries & Oil Wells
Total - all sizes												Total - all sizes
224	145,506	225	167,910	22,404	93	3,308	173,555	4,272	197,774	24,219	100	Total - all statuses
197	142,559	197	160,230	17,670	112	2,325	166,276	2,325	181,993	15,717	100	Continuous
0	0	28	7,680	7,680	49	0	0	1,947	15,782	15,782	100	Births
27	2,946	0	0	-2,946	40	983	7,280	0	0	-7,280	100	Deaths
Small (0-19 9)												Small (0-19 9)
11	121	10	6,234	6,112	51	2,777	10,263	3,662	22,132	11,869	100	Total - all statuses
0	0	0	0	0	0	1,860	7,891	1,860	16,363	8,472	100	Continuous
0	0	0	0	0	0	0	0	1,802	5,769	5,769	100	Births
0	0	0	0	0	0	917	2,372	0	0	-2,372	100	Deaths
Medium (20-99 9)												Medium (20-99 9)
36	2,312	34	6,092	3,780	95	330	14,134	396	18,112	3,977	100	Total - all statuses
25	1,677	25	4,377	2,700	141	278	12,064	278	13,973	1,909	100	Continuous
0	0	9	1,714	1,714	41	0	0	118	4,138	4,138	100	Births
11	634	0	0	-634	31	52	2,070	0	0	-2,070	100	Deaths
Large (100+)												Large (100+)
177	143,072	181	155,584	12,512	149	201	149,158	214	157,531	8,373	100	Total - all statuses
0	0	0	0	0	0	187	146,320	187	151,656	5,336	100	Continuous
0	0	0	0	0	0	0	0	27	5,875	5,875	100	Births
0	0	0	0	0	0	14	2,838	0	0	-2,838	100	Deaths

See note at end of table defining FYE

TABLE 8. Employment Creation by Industry Division, Firm Size, Life Status and Country of Control, 1978-82

Industry Division, Initial Year Firm Size, Life Status, Country of Control	1978							1982							net change in FYE person years			
	firms	payroll (\$mil)	FYE person years				firms	payroll (\$mil)	FYE person years				number	% size	% life stat	% con- trol		
			number	% size	% life stat	% con- trol			number	% size	% life stat	% con- trol						
Total (excluding public admin.)																		
Total - all sizes																		
Total - all statuses																		
Total	596,429	104,162	8,091,632	100	100	100	712,013	163,613	8,757,423	100	100	100	665,791	100	100	100		
Canadian	590,623	84,294	6,696,762	100	100	83	706,755	134,474	7,358,805	100	100	84	662,043	100	100	99		
Foreign	5,806	19,868	1,394,870	100	100	17	5,258	29,139	1,398,618	100	100	16	3,748	100	100	1		
Continuous																		
Total	384,846	95,106	7,306,638	100	90	100	384,846	148,198	7,802,742	100	89	100	496,104	100	75	100		
Canadian	379,999	76,090	5,974,763	100	89	82	379,999	119,865	6,440,699	100	88	83	465,936	100	70	94		
Foreign	4,847	19,016	1,331,875	100	95	18	4,847	28,333	1,362,043	100	97	17	30,168	100	805	6		
Births																		
Total	0	0	0	(1)	0	(1)	327,167	15,415	954,681	100	11	100	954,681	100	143	100		
Canadian	0	0	0	(1)	0	(1)	326,756	14,609	918,106	100	12	96	918,106	100	139	96		
Foreign	0	0	0	(1)	0	(1)	411	806	36,575	100	3	4	36,575	100	976	4		
Deaths																		
Total	211,583	9,056	784,995	100	10	100	0	0	0	(1)	0	(1)	-784,995	100	-118	100		
Canadian	210,624	8,204	721,999	100	11	92	0	0	0	(1)	0	(1)	-721,999	100	-109	92		
Foreign	959	852	62,996	100	5	8	0	0	0	(1)	0	(1)	-62,996	100	-2E3	8		
Small (0-19.9)																		
Total - all statuses																		
Total	552,954	18,582	1,636,783	20	100	100	666,078	33,784	2,078,751	24	100	100	441,968	66	100	100		
Canadian	550,777	18,337	1,618,945	24	100	99	664,174	33,098	2,049,054	28	100	99	430,110	65	100	97		
Foreign	2,177	245	17,839	1	100	1	1,904	685	29,697	2	100	1	11,858	316	100	3		
Continuous																		
Total	347,435	14,227	1,245,695	17	76	100	347,435	24,197	1,476,289	19	71	100	230,595	46	52	100		
Canadian	345,772	14,029	1,231,371	21	76	99	345,772	23,571	1,449,563	23	71	98	218,192	47	51	95		
Foreign	1,663	198	14,323	1	80	1	1,663	626	26,726	2	90	2	12,403	41	105	5		
Births																		
Total	0	0	0	(1)	0	(1)	318,643	9,586	602,462	63	29	100	602,462	63	136	100		
Canadian	0	0	0	(1)	0	(1)	318,402	9,527	599,491	65	29	100	599,491	65	139	100		
Foreign	0	0	0	(1)	0	(1)	241	59	2,970	8	10	0	2,970	8	25	0		
Deaths																		
Total	205,519	4,356	391,089	50	24	100	0	0	0	(1)	0	(1)	-391,089	50	-88	100		
Canadian	205,005	4,308	387,573	54	24	99	0	0	0	(1)	0	(1)	-387,573	54	-90	99		
Foreign	514	48	3,515	6	20	1	0	0	0	(1)	0	(1)	-3,515	6	-30	1		
Medium (20-99.9)																		
Total - all statuses																		
Total	34,769	16,363	1,403,398	17	100	100	37,026	23,614	1,415,780	16	100	100	12,382	2	100	100		
Canadian	32,794	15,108	1,310,141	20	100	93	35,267	21,692	1,321,379	18	100	93	11,238	2	100	91		
Foreign	1,975	1,254	93,257	7	100	7	1,759	1,922	94,400	7	100	7	1,143	31	100	9		
Continuous																		
Total	29,474	13,970	1,194,925	16	85	100	29,474	20,837	1,228,562	16	87	100	33,637	7	272	100		
Canadian	27,809	12,906	1,116,202	19	85	93	27,809	19,034	1,139,511	18	86	93	23,309	5	207	69		
Foreign	1,665	1,064	78,723	6	84	7	1,665	1,803	89,052	7	94	7	10,328	34	903	31		
Births																		
Total	0	0	0	(1)	0	(1)	7,552	2,777	187,217	20	13	100	187,217	20	1512	100		
Canadian	0	0	0	(1)	0	(1)	7,458	2,658	181,868	20	14	97	181,868	20	1618	97		
Foreign	0	0	0	(1)	0	(1)	94	119	5,349	15	6	3	5,349	15	468	3		
Deaths																		
Total	5,295	2,393	208,473	27	15	100	0	0	0	(1)	0	(1)	-208,473	27	-2E3	100		
Canadian	4,985	2,202	193,939	27	15	93	0	0	0	(1)	0	(1)	-193,939	27	-2E3	93		
Foreign	310	191	14,534	23	16	7	0	0	0	(1)	0	(1)	-14,534	23	-1E3	7		
Large (100+)																		
Total - all statuses																		
Total	8,706	69,217	5,051,451	62	100	100	8,909	106,215	5,262,892	60	100	100	211,441	32	100	100		
Canadian	7,052	50,849	3,767,676	56	100	75	7,314	79,683	3,988,372	54	100	76	220,695	33	100	104		
Foreign	1,654	18,368	1,283,775	92	100	25	1,595	26,532	1,274,521	91	100	24	-9,254	-247	100	-4		
Continuous																		
Total	7,937	66,909	4,866,018	67	96	100	7,937	103,164	5,097,890	65	97	100	231,872	47	110	100		
Canadian	6,418	49,155	3,627,189	61	96	75	6,418	77,260	3,851,625	60	97	76	224,436	48	102	97		
Foreign	1,519	17,754	1,238,828	93	96	25	1,519	25,904	1,246,265	91	98	24	7,436	25	-80	3		
Births																		
Total	0	0	0	(1)	0	(1)	972	3,051	165,002	17	3	100	165,002	17	78	100		
Canadian	0	0	0	(1)	0	(1)	896	2,424	136,746	15	3	83	136,746	15	62	83		
Foreign	0	0	0	(1)	0	(1)	76	628	28,256	77	2	17	28,256	77	-305	17		
Deaths																		
Total	769	2,308	185,433	24	4	100	0	0	0	(1)	0	(1)	-185,433	24	-88	100		
Canadian	634	1,694	140,487	19	4	76	0	0	0	(1)	0	(1)	-140,487	19	-64	76		
Foreign	135	614	44,946	71	4	24	0	0	0	(1)	0	(1)	-44,946	71	486	24		

See note at end of table defining FYE

SOURCE: Business Microdata Integration and Analysis, Statistics Canada

TEXT TABLE 1: Multi-Factor Partitioning Analysis: Adjusted Industry, Size, and Country of Control Effects, 1978-82

Industry Initial Firm Size, Country of Control	FYE 1978	FYE 1982	Total Observed Growth (A)	National Growth Rate Effect (B)	Adjusted Growth Effects								
					Total (A-B)	Industry		Size		Country of Control		Interaction	
						FYE	%	FYE	%	FYE	%	FYE	%
Total (incl. unclassified)													
Total	8,091.6	8,757.4	665.8	665.8	0.0	0.0	0	0.0	0	0.0	0	0.0	0
Small (0-19.9)	1,636.8	2,078.8	442.0	134.7	307.3	0.0	0	227.0	74	0.0	0	80.3	26
Medium (20-99.9)	1,403.4	1,415.8	12.4	115.5	-103.1	0.0	0	-98.0	95	0.0	0	-5.1	5
Large (100+)	5,051.5	5,262.9	211.4	415.6	-204.2	0.0	0	-128.8	63	0.0	0	-75.7	37
Canadian	6,696.8	7,358.8	662.0	551.0	111.0	0.0	0	0.0	0	-5.6	-5	116.7	105
Small	1,618.9	2,049.1	430.1	133.2	296.9	0.0	0	216.0	73	-4.6	-2	85.5	29
Medium	1,310.1	1,321.4	11.2	107.8	-96.6	0.0	0	-98.9	102	1.3	-1	1.0	-1
Large	3,767.7	3,988.4	220.7	310.0	-89.3	0.0	0	-117.1	131	-2.4	3	30.2	-34
Foreign	1,394.9	1,398.6	3.7	114.8	-111.0	0.0	0	1.0	0	6.0	-5	-117.2	106
Small	17.8	29.7	11.9	1.5	10.4	0.0	0	11.0	106	4.6	44	-5.2	-50
Medium	93.3	94.4	1.1	7.7	-6.5	0.0	0	.8	-13	-1.3	20	-6.1	93
Large	1,283.8	1,274.5	-9.3	105.5	-114.9	0.0	0	-11.7	10	2.8	-2	-105.9	92
Primary													
Total	87.6	95.5	7.8	7.2	.6	-8.4	-1E3	0	0	0	0	9.0	1442
Small (0-19.9)	58.6	71.1	12.6	4.8	7.7	-3.1	-40	3.6	47	0	0	7.2	93
Medium (20-99.9)	18.8	15.6	-3.2	1.5	-4.8	-3.4	71	-2.9	62	0	0	1.6	-33
Large (100+)	10.3	8.8	-1.5	.8	-2.4	-2.0	83	-.7	29	0	0	.2	-10
Canadian	64.2	92.7	8.5	6.9	1.5	-7.6	-503	0	0	0	-1	9.2	605
Small	58.3	70.9	12.7	4.8	7.9	-2.8	-36	3.8	48	1.1	2	6.8	86
Medium	18.1	14.8	-3.2	1.5	-4.7	-3.4	72	-3.0	64	-1.1	3	1.8	-39
Large	7.9	6.9	-1.0	.6	-1.6	-1.4	88	-.8	48	0	1	.6	-37
Foreign	3.4	2.8	-.6	.3	-.9	-.8	89	0	0	1.1	-8	-2.2	19
Small	.3	.2	-.1	.0	-.1	-.3	255	-.2	157	-1.1	123	.5	-434
Medium	.7	.7	.0	.1	.0	-.0	-11	.1	-204	1.1	-300	-.3	615
Large	2.4	1.9	-.5	.2	-.7	-.5	71	.1	-11	1.1	-10	-.4	50
Mines, Quarries & Oil Wells													
Total	173.6	197.8	24.2	14.3	9.9	16.6	168	0	0	0	0	-7.0	-70
Small (0-19.9)	10.3	22.1	11.9	.8	11.0	8.8	80	9.0	82	0	0	-6.8	-62
Medium (20-99.9)	14.1	18.1	4.0	1.2	2.8	3.8	137	.8	27	0	0	-1.8	-65
Large (100+)	149.2	157.5	8.4	12.3	-3.9	4.0	-103	-9.8	251	0	0	1.7	-43
Canadian	102.9	118.1	15.2	8.5	6.7	7.7	115	0	0	0	-4	-.6	-10
Small	9.4	16.1	6.7	.8	5.9	4.2	71	4.2	72	-3.0	-51	.5	9
Medium	10.6	13.1	2.4	.9	1.5	2.3	151	.3	20	.5	30	-1.6	-101
Large	82.9	89.0	6.1	6.8	-.7	1.3	-179	-4.5	644	2.2	-312	.4	-53
Foreign	70.6	79.7	9.0	5.8	3.2	8.9	276	0	0	.6	19	-6.3	-196
Small	.8	6.1	5.2	.1	5.1	4.7	90	4.8	94	3.0	59	-7.4	-143
Medium	3.5	5.1	1.6	.3	1.3	1.5	119	.4	35	-.4	-32	-.3	-22
Large	66.3	68.6	2.3	5.5	-3.2	2.7	-86	-5.3	165	-2.0	62	1.3	-41
Manufacturing													
Total	2,045.3	1,973.8	-71.4	168.3	-239.7	-158.0	66	0	0	0	0	-81.8	34
Small (0-19.9)	149.1	191.9	42.9	12.3	30.6	1.4	5	42.3	138	0	0	-13.1	-43
Medium (20-99.9)	316.9	296.5	-20.4	26.1	-46.5	-23.3	50	-14.7	32	0	0	-8.5	18
Large (100+)	1,579.4	1,485.4	-94.0	130.0	-223.9	-136.2	61	-27.7	12	0	0	-60.1	27
Canadian	1,234.9	1,227.5	-7.4	101.6	-109.1	-95.9	88	0	0	17.0	-16	-30.2	28
Small	144.4	185.3	40.9	11.9	29.0	2.6	9	40.1	138	-.2	-1	-13.4	-46
Medium	274.9	257.8	-17.1	22.6	-39.7	-19.5	49	-13.9	35	2.8	-7	-9.2	23
Large	815.6	784.3	-31.3	67.1	-98.4	-79.0	80	-26.2	27	14.4	-15	-7.5	8
Foreign	810.4	746.4	-64.0	66.7	-130.7	-62.1	48	0	0	-17.0	13	-51.6	39
Small	4.7	6.6	2.0	.4	1.6	-1.1	-71	2.3	142	.2	12	.3	17
Medium	41.9	38.6	-3.3	3.5	-6.7	-3.8	56	-.8	12	-2.8	42	.7	-10
Large	763.8	701.1	-62.7	62.8	-125.5	-57.2	46	-1.5	1	-14.3	11	-52.6	42
Construction													
Total	458.1	437.2	-20.8	37.7	-58.5	-79.0	135	0	0	0	0	20.5	-35
Small (0-19.9)	192.5	189.6	-2.9	15.8	-18.7	-54.2	290	11.0	-59	0	0	24.6	-131
Medium (20-99.9)	123.5	105.3	-18.1	10.2	-28.3	-19.2	68	-9.5	34	0	0	.4	-1
Large (100+)	142.1	142.3	.2	11.7	-11.5	-5.6	46	-1.5	13	0	0	-4.5	39
Canadian	415.9	385.6	-30.3	34.2	-64.5	-88.4	137	0	0	-6.6	10	30.4	-47
Small	191.9	188.0	-3.9	15.8	-19.7	-54.9	279	10.0	-51	-1.0	5	26.2	-133
Medium	120.9	101.9	-19.0	10.0	-29.0	-20.1	69	-10.1	35	-1.1	4	2.3	-8
Large	103.0	95.7	-7.3	8.5	-15.8	-13.4	85	.1	-1	-4.5	28	2.0	-12
Foreign	42.2	51.7	9.5	3.5	6.0	9.4	156	0	0	6.6	110	-9.9	-165
Small	.6	1.6	1.0	.0	1.0	.7	67	1.0	96	1.0	100	-1.6	-164
Medium	2.5	3.5	.9	.2	.7	.9	125	.6	87	1.1	156	-1.9	-268
Large	39.1	46.6	7.5	3.2	4.3	7.8	181	-1.6	-36	4.5	104	-6.4	-149

Note: Full-Year Equivalent (FYE) in thousands (,000)

SOURCE: Business Microdata Integration and Analysis, Statistics Canada

3.7 DEMOGRAPHIC AND EARNINGS PROFILE OF BUSINESS EMPLOYMENT (FYE)

3.7.1. Applications

This data series addresses such policy issues as:

- ° Does small business employ a larger-than-expected share of youths or women?
- ° Are the turnover rates in a given industry and firm size significantly different?
- ° Is there a difference in the level of earnings, by age and sex, across different size classes of companies? and
- ° For both of the above issues, are there significant variations across industries (up to 3 digit SIC) or regions (all 12 provinces and territories)?

For the business community such data will prove useful to researchers studying employee age, sex and size of firm issues. For example, Statistics Canada has been approached by several insurance companies who wish to purchase these data to target their sale of group life insurance programs. These data could help many firms in their market planning and actual marketing of products and/or services which apply to specific sizes of companies.

3.7.2. The Past

Statistics Canada has long produced employment estimates by industry or age or sex and often by region, but not by firm size and never has it been possible to cross tabulate all of these variables at once.

3.7.3. The Present

Statistics Canada and the FBDB collaborated in an effort to produce a pilot study with 1983 data. National level data is included in the current FBDB - Statistics Canada collaborative publication on small business. Graphic 3.7A illustrates the type of tabulations which are possible by the industry, six firm size classes, seven age strata, and gender.

3.7.4. The Proposal

Annual production costs are estimated at \$25,000 plus marginal costs of dissemination. If commitments were made in February 1986, a report containing 1978-1984 data could be ready by late summer 1986. This initial multi-year study would cost \$40,000.

DEMOGRAPHIC AND EARNINGS PROFILE
OF BUSINESS EMPLOYMENT

EMPLOYMENT, PAYROLL AND AVERAGE EARNINGS
BY INDUSTRY DIVISION,
FIRM SIZE,
AGE AND SEX 1983

INDUSTRY AGE SEX	COMPANY FIVE SIZE GROUPS																							
	TOTAL			1-4.9			5-19.9			20-49.9			50-99.9			100-499.9			500+					
	Total	X	x V V	Total	X	x V V	Total	X	x V V	Total	X	x V V	Total	X	x V V	Total	X	x V V	Total	X	x V V			
TOTAL - DIVISIONS COMPANY COUNT.....	756,840	100		591,207	78		120,196	16		27,277	4		9,234	1		7,047	1		1,879	0				
TOTAL TOTAL	8,466,483	100	100	755,187	9	100	1,096,215	13	100	806,813	10	100	622,287	7	100	1,389,593	16	100	3,796,388	45	100			
T4.....	14,619,445	100	100	2,435,449	17	100	2,282,019	16	100	1,466,965	10	100	1,039,939	7	100	2,139,179	15	100	5,255,894	36	100			
PAYROLL.....	170,083.6	100	100	13,211.9	8	100	18,229.9	11	100	14,017.0	8	100	11,367.9	7	100	27,855.0	12	100	85,401.8	50	100			
AVG PAY.....	11,634	100	100	5,425	47	100	7,989	69	100	9,555	82	100	10,931	94	100	13,021	112	100	16,249	140	100			
MALE	5,495,522	100	65	426,662	8	100	710,122	13	100	545,904	10	68	417,626	8	100	57	918,548	17	100	2,476,661	35	100		
T4.....	8,225,998	100	56	1,328,137	16	100	1,308,559	16	100	860,962	10	59	602,961	7	100	56	1,205,414	15	100	2,919,955	45	100		
PAYROLL.....	117,466.1	100	61	8,063.0	7	100	12,620.2	11	100	10,100.6	9	100	8,046.5	7	100	19,309.7	16	100	59,286.2	50	100			
AVG PAY.....	14,280	100	123	6,071	43	100	9,644	68	100	11,732	82	100	13,411	94	100	16,019	112	100	23,304	142	100			
FEMALE	2,953,123	100	35	323,963	11	100	381,165	13	100	258,446	9	100	203,152	7	100	34	468,901	16	100	1,317,496	45	100		
T4.....	6,334,720	100	43	1,084,109	17	100	957,097	15	100	599,102	9	100	433,814	7	100	42	929,377	15	100	2,331,221	37	100		
PAYROLL.....	52,326.1	100	31	5,070.6	10	100	5,541.0	11	100	3,882.7	7	100	2,257.2	6	100	29	8,507.1	16	100	26,067.4	50	100		
AVG PAY.....	8,260	100	71	4,677	57	100	5,789	70	100	6,481	78	100	7,508	91	100	69	9,154	111	100	11,182	135	100		
0-14 TOTAL	2,601	100	0	776	30	0	626	24	0	316	12	0	166	6	0	257	10	0	460	18	0			
T4.....	24,148	100	0	10,186	42	0	5,452	23	0	2,416	10	0	1,289	5	0	2,095	9	0	2,710	11	0			
PAYROLL.....	41.3	100	0	12.9	31	0	8.7	21	0	4.3	10	0	2.5	6	0	4.5	11	0	6.6	21	0			
AVG PAY.....	1,711	100	15	1,262	74	23	1,589	93	20	1,778	104	19	1,903	111	17	100	123	125	16	100	185	19		
MALE	1,560	100	0	454	29	0	386	25	0	194	12	0	109	7	0	66	15	0	262	17	0			
T4.....	14,230	100	0	6,034	42	0	3,262	23	0	1,409	10	0	815	6	0	63	1,218	9	0	1,492	10	0		
PAYROLL.....	25,931	100	0	7,82	30	1	5,60	22	0	2,74	11	0	1,65	6	0	60	2,315	127	18	108	3,551	195	22	
AVG PAY.....	1,822	100	16	1,296	71	24	1,718	94	22	1,943	107	20	2,024	111	19	106	2,315	127	18	108	3,551	195	22	
FEMALE	1,041	100	0	322	31	0	241	23	0	121	12	0	57	5	0	34	103	10	40	198	19	0		
T4.....	9,918	100	0	4,152	42	0	2,190	22	0	1,007	10	0	474	5	0	37	877	9	0	1,218	12	0		
PAYROLL.....	15,36	100	0	5,03	33	0	3,06	20	0	1,56	10	0	80	5	0	320	1,66	11	0	369	3	0		
AVG PAY.....	1,550	100	13	1,211	78	22	1,396	90	17	1,546	100	16	1,694	109	15	88	1,891	122	15	88	2,688	173	17	
15-24 TOTAL	1,180,138	100	14	153,990	13	20	206,532	18	19	139,624	12	17	94,852	8	15	100	176,314	15	13	408,827	35	11		
T4.....	4,298,860	100	29	847,091	20	35	809,335	19	35	502,165	12	34	332,260	8	32	100	580,041	13	27	1,227,968	29	23		
PAYROLL.....	20,032.4	100	12	2,525.3	13	19	3,102.9	15	17	2,125.0	11	15	1,518.4	8	13	100	3,083.6	15	11	7,677.2	38	9		
AVG PAY.....	4,660	100	40	2,981	64	55	3,834	82	48	4,232	91	44	4,570	98	42	100	5,316	114	41	100	6,252	134	38	
MALE	643,735	100	8	85,931	13	11	116,673	18	11	80,782	13	10	54,123	8	9	57	97,604	15	7	208,622	32	5		
T4.....	2,278,597	100	16	478,875	21	20	439,764	19	54	277,011	12	19	182,657	8	18	55	305,129	13	14	53	595,161	26	11	
PAYROLL.....	11,662.89	100	69	1,549.22	13	117	1,903.74	16	104	1,323.61	11	94	919.06	8	605	6	1,805.84	15	65	5,866	4	161		
AVG PAY.....	5,118	100	44	3,235	63	60	4,329	85	54	4,778	93	50	5,032	98	46	110	5,918	116	45	11,111	6,992	137		
FEMALE	536,403	100	6	68,059	13	9	89,859	17	4	58,842	11	7	42	40,729	8	7	43	78,710	15	6	200,204	37	5	
T4.....	2,020,263	100	14	368,216	18	15	369,571	18	44	225,154	11	15	149,603	7	14	45	274,912	14	13	632,607	31	12		
PAYROLL.....	8,369.52	100	49	976.06	12	74	1,199.15	14	66	801.40	10	57	599.36	7	53	395	1,277.78	15	46	3,515.76	42	41		
AVG PAY.....	4,143	100	36	2,651	64	49	3,245	78	41	3,559	86	37	4,006	97	37	88	4,648	112	36	87	5,556	134	34	
25-34 TOTAL	2,484,261	100	29	206,059	8	27	322,124	13	29	234,645	9	29	179,637	7	29	100	412,123	17	30	1,129,612	45	30		
T4.....	4,191,564	100	29	627,875	15	26	629,735	15	28	415,052	10	28	298,774	7	29	100	637,633	15	30	1,582,495	38	30		
PAYROLL.....	50,294.4	100	30	3,662.1	7	28	5,480.6	11	30	4,130.7	8	29	3,323.0	7	29	100	8,308.3	17	30	25,389.9	50	30		
AVG PAY.....	11,999	100	103	5,832	49	108	8,703	73	109	9,952	83	104	11,122	93	102	100	13,030	109	100	16,044	134	99		
MALE	1,561,968	100	18	120,471	15	58	212,973	14	66	158,994	10	26	119,375	8	16	66	262,618	17	19	687,557	44	18		
T4.....	2,375,693	100	16	358,374	15	57	377,470	16	60	251,703	11	17	177,562	7	17	59	359,124	15	17	56	851,460	36	16	
PAYROLL.....	33,283.13	100	196	2,307.03	7	175	3,842.18	12	111	2,954.19	9	121	2,321.49	7	204	699	5,514.27	17	198	664	16,343.97	49	191	
AVG PAY.....	14,010	100	120	6,438	46	119	10,179	73	127	11,737	84	123	13,074	93	120	118	15,355	110	118	19,195	137	118		
FEMALE	922,272	100	11	85,588	9	11	109,150	12	34	75,652	8	9	32	60,322	7	12	34	149,505	16	11	36	482,055	48	12
T4.....	1,815,871	100	12	269,501	15	11	252,265	14	11	163,349	9	11	121,212	7	12	41	276,509	15	13	44	731,035	40	14	
PAYROLL.....	17,011.31	100	100	1,355.02	8	103	1,638.38	10	90	1,176.48	7	84	285	1,001.48	6	88	30	2,794.04	16	100	336	9,045.92	53	106
AVG PAY.....	9,368	100	81	5,028	54	93	6,495	69	81	7,202	77	75	8,262	88	74	77	10,032	107	77	77	12,374	132	76	

35-44 TOTAL	FYE.....	2,199,386	100	26	100	171,891	8	23	100	257,382	12	23	100	194,356	9	24	100	155,305	7	25	100	372,436	17	27	100	1,048,018	48	28	100
	T4.....	2,840,404	100	19	100	417,091	15	23	100	386,909	14	17	100	255,919	9	17	100	191,153	7	18	100	445,175	16	21	100	1,148,157	40	22	100
	PAYROLL.....	46,201.8	100	27	100	3,068.3	7	23	100	4,422.5	10	24	100	3,532.3	8	25	100	2,947.6	6	26	100	7,782.8	17	28	100	24,448.4	53	29	100
	AVG PAY.....	16,266	100	140	100	7,356	45	136	100	11,430	70	143	100	13,802	85	144	100	15,470	95	141	100	17,483	107	134	100	21,368	131	132	100
	MALE	1,471,799	100	17	67	93,731	6	12	55	170,833	12	16	66	136,974	9	17	70	107,793	7	17	58	252,810	17	18	68	709,660	48	19	68
45-54 TOTAL	FYE.....	1,595,273	100	11	56	208,855	13	9	50	221,921	14	10	57	152,878	10	10	50	111,183	7	11	58	250,046	16	12	56	650,390	41	12	57
	T4.....	1,595,273	100	11	56	208,855	13	9	50	221,921	14	10	57	152,878	10	10	50	111,183	7	11	58	250,046	16	12	56	650,390	41	12	57
	PAYROLL.....	32,675.79	100	192	707	1,809.71	6	137	590	3,124.35	10	171	706	2,635.78	6	188	745	2,158.86	7	190	728	5,509.93	17	198	708	17,437.17	53	204	713
	AVG PAY.....	20,483	100	176	126	8,665	42	160	118	14,079	69	176	123	17,241	84	180	125	19,417	95	178	126	22,036	108	169	126	26,810.13	165	125	100
	FEMALE	727,589	100	9	33	78,159	11	10	45	86,549	12	8	34	57,382	8	7	30	47,515	7	8	31	119,626	16	9	32	338,358	47	9	32
55-64 TOTAL	FYE.....	1,245,131	100	9	44	208,236	17	9	40	184,988	13	7	43	103,041	8	7	40	49,970	6	8	44	195,129	16	9	44	493,767	40	9	43
	T4.....	1,245,131	100	9	44	208,236	17	9	40	184,988	13	7	43	103,041	8	7	40	49,970	6	8	44	195,129	16	9	44	493,767	40	9	43
	PAYROLL.....	13,526.03	100	80	293	1,258.56	9	95	410	1,298.13	10	71	294	896.55	7	64	254	788.70	6	69	268	2,272.90	17	82	292	7,011.19	52	82	287
	AVG PAY.....	10,863	100	93	67	6,044	56	111	82	7,868	72	98	69	8,701	60	91	83	9,862	91	90	64	11,648	107	89	67	14,199	131	87	66
	UNCLASSIFIED	1,531,928	100	18	100	121,946	8	16	100	178,066	12	16	100	137,970	9	17	100	112,370	7	18	100	254,129	17	18	100	727,447	47	19	100
65+ TOTAL	FYE.....	1,827,272	100	12	100	276,580	15	11	100	247,868	14	11	100	164,135	9	11	100	124,123	7	12	100	275,883	15	13	100	736,883	40	14	100
	T4.....	1,827,272	100	12	100	276,580	15	11	100	247,868	14	11	100	164,135	9	11	100	124,123	7	12	100	275,883	15	13	100	736,883	40	14	100
	PAYROLL.....	31,973.0	100	19	100	2,174.4	7	16	100	3,033.8	9	17	100	2,482.5	8	18	100	2,116.8	7	19	100	5,214.0	16	19	100	16,951.6	53	20	100
	AVG PAY.....	17,498	100	150	100	7,805	45	144	100	12,240	70	153	100	15,125	86	158	100	17,054	97	156	100	18,913	108	145	100	23,004	131	142	100
	MALE	1,054,836	100	12	69	67,916	6	9	56	119,157	11	11	67	97,291	9	12	71	78,842	7	13	70	177,442	17	13	70	514,189	49	14	71
UNCLASSIFIED	FYE.....	1,064,067	100	7	58	141,403	13	6	51	143,774	14	6	58	98,195	9	7	50	72,839	7	7	59	161,860	15	8	59	445,996	42	8	61
	T4.....	1,064,067	100	7	58	141,403	13	6	51	143,774	14	6	58	98,195	9	7	50	72,839	7	7	59	161,860	15	8	59	445,996	42	8	61
	PAYROLL.....	23,502.01	100	138	735	1,308.02	6	99	602	2,163.36	9	119	713	1,863.17	8	133	751	1,578.70	7	139	746	3,825.96	16	137	734	12,762.79	54	149	753
	AVG PAY.....	22,087	100	190	126	9,250	42	171	119	15,047	68	188	123	18,974	86	199	125	21,674	98	198	127	23,637	107	182	125	28,616	130	176	124
	FEMALE	477,091	100	6	31	54,030	11	7	44	58,909	12	5	33	40,679	9	5	29	33,528	7	5	30	76,887	16	6	30	213,258	45	6	29
UNCLASSIFIED	FYE.....	763,205	100	5	42	137,177	18	6	49	104,994	14	5	42	65,940	9	4	40	51,284	7	5	41	113,823	15	5	41	290,887	38	6	39
	T4.....	763,205	100	5	42	137,177	18	6	49	104,994	14	5	42	65,940	9	4	40	51,284	7	5	41	113,823	15	5	41	290,887	38	6	39
	PAYROLL.....	8,470.99	100	50	265	866.35	10	66	398	870.42	10	48	287	619.37	7	44	249	538.95	6	47	254	1,388.03	16	50	266	4,188.77	49	49	247
	AVG PAY.....	11,039	100	95	63	6,316	57	116	81	8,362	75	105	68	9,393	85	98	62	10,492	95	96	62	12,195	110	94	64	14,400	130	89	63
	UNCLASSIFIED	918,457	100	11	100	74,974	8	10	100	100,296	11	9	100	79,396	9	10	100	65,201	7	10	100	150,868	16	11	100	447,723	49	12	100
UNCLASSIFIED	FYE.....	1,133,698	100	8	100	171,259	15	7	100	139,485	12	6	100	93,898	8	6	100	72,125	6	7	100	184,294	14	8	100	492,637	43	9	100
	T4.....	1,133,698	100	8	100	171,259	15	7	100	139,485	12	6	100	93,898	8	6	100	72,125	6	7	100	184,294	14	8	100	492,637	43	9	100
	PAYROLL.....	18,926.4	100	11	100	1,321.6	7	10	100	1,688.6	9	9	100	1,409.6	7	10	100	1,210.5	6	11	100	3,038.2	16	11	100	10,257.9	54	12	100
	AVG PAY.....	16,694	100	143	100	7,717	46	142	100	12,106	73	152	100	15,012	80	157	100	16,784	101	154	100	18,492	111	142	100	20,822	125	128	100
	MALE	657,960	100	8	72	43,222	7	6	58	69,079	10	6	69	57,065	9	7	72	46,605	7	7	71	110,342	17	8	73	331,646	50	9	74
UNCLASSIFIED	FYE.....	715,929	100	5	63	91,457	13	4	53	85,596	12	4	61	59,219	8	4	64	44,983	6	4	62	105,488	15	5	64	329,186	46	6	67
	T4.....	715,929	100	5	63	91,457	13	4	53	85,596	12	4	61	59,219	8	4	64	44,983	6	4	62	105,488	15	5	64	329,186	46	6	67
	PAYROLL.....	14,441.99	100	85	763	812.16	6	61	615	1,233.91	9	68	731	1,073.21	7	77	761	918.39	6	81	759	2,325.58	16	83	765	8,078.75	56	95	788
	AVG PAY.....	20,172	100	173	121	8,880	44	164	115	14,416	71	180	119	18,123	90	190	121	20,416	101	187	122	22,046	109	169	119	24,542	122	151	118
	FEMALE	260,498	100	3	28	31,752	12	4	42	31,217	12	3	31	22,331	9	3	28	18,595	7	3	29	40,525	16	3	27	116,077	45	3	26
UNCLASSIFIED	FYE.....	417,769	100	3	37	75,802	19	3	47	53,889	13	2	39	34,679	8	2	37	27,142	6	3	38	58,806	14	3	36	163,451	39	3	33
	T4.....	417,769	100	3	37	75,802	19	3	47	53,889	13	2	39	34,679	8	2	37	27,142	6	3	38	58,806	14	3	36	163,451	39	3	33
	PAYROLL.....	4,484.37	100	26	237	509.46	11	39	385	454.71	10	25	269	336.35	8	24	239	292.14	7	26	241	712.59	16	26	235	2,179.11	49	26	212
	AVG PAY.....	10,734	100	92	64	6,384	59	118	83	8,438	79	106	70	9,699	90	102	85	10,763	100	98	64	12,118	113	93	66	13,332	124	82	64
	UNCLASSIFIED	131,872	100	2	100	20,989	16	3	100	26,261	20																		

4 NEW INITIATIVES PROPOSED

4.1 BUSINESS BIRTHS AND DEATHS

4.1.1. Applications

Information on the number of business births and deaths could provide governments with a measure of the internal dynamics of a given industry and province or territory.

These data would not only establish the existing number of businesses in given industries and regions but would grow to become a more accurate basis for assessing the age of companies. This age of business information could eventually be related to employment and financial performance characteristics (see projects 3.6 and 4.3).

Comparisons over different periods of time could serve as an indicator of overall economic activity while fluctuations in birth/death ratio may signal either an improvement or a deterioration in the quality of management.

These data would be descriptive of the "seedbed" role played by new small businesses and its variations across different points in the business cycle.

Births and deaths data is also relevant to the business sector. These data would be useful in market planning exercises as supplier firms try to estimate present or future demands for their goods and/or services.

4.1.2. The Past

No comprehensive data on either total business births or deaths currently exists. Data for firms with employees is becoming available as indicated in section 3.6 above but this source excludes hundreds of thousands of self-employment firms. The Canada Superintendent of Bankruptcies reports on those business deaths resulting in unpaid liabilities to investors, employees or suppliers but excludes coverage of the many businesses which terminate operations without going bankrupt.

4.1.3. The Present

The Tax Record Access Sub-Division of Statistics Canada is developing a methodology to measure births and deaths for both employer firms and self-employment firms. The technique involves a matching of universe tax files from different years using unique firm identifiers.

Presumed unincorporated business deaths will be compared to incorporated business births via a comparison of industry (SIC) codes, location, gross business income, and date of incorporation. Presumed incorporated business deaths will be searched against corporate

records to verify the final disposition of the business i.e. death, merger, acquisition, etc.

4.1.4. The Proposal

The Tax Record Access Sub-Division would require approximately \$10,000 labour costs and \$20,000 computer time to produce results in this area each year. Data by three digit SIC, 12 regions and Canada total are feasible as depicted in Graphic 4.1A. If such resources become available in February 1986, business birth data for 1984 and death data for 1983 could be produced by winter 1986.

**BUSINESS BIRTHS AND DEATHS, BY PROVINCE
1984 & 1983**

GRAPHIC 4.1A

INDUSTRY NAME		NEWFOUNDLAND	NOVA SCOTIA	NEW BRUNSWICK	PRINCE EDWARD ISLAND	QUEBEC	ONTARIO
	S.I.C.	Births - Deaths 1984 1983	Births - Deaths 1984 1983	Births - Deaths 1984 1983	Births - Deaths 1984 1983	Births - Deaths 1984 1983	Births - Deaths 1984 1983

4.2 SALES PER SQUARE METRE/FOOT

4.2.1. Applications

This operating ratio is a critically important measure for almost all retail trade stores as well as for some service industries where rent makes up a major component of total operating costs. It is a key input in projecting sales, determining staff levels and in inventory planning. It is also used by the managers of larger stores to allocate internal floor space to different categories of goods.

4.2.2. The Present

This ratio is presently collected only from 1,200 large retail chain stores (see Graphic 4.2A). There is no similar information for the 180,000 independent small retailers.

4.2.3. The Proposal

It is estimated that reliable sales per square metre data could be collected for 34 kinds of businesses (KOB) (see Graphics 4.2A and 4.2B) via a small biannual telephone survey of 9,300 representatively selected firms from the existing Retail Trade Section's sample frame. The level of detail by size group, regional and urban/rural provided for a given kind of business would be dependent on the particular business

(From Cat. #63-210)

TABLE 8. Retail Chains, Total Floor Area, by Selected Kinds of Business, 1983

No.	Kind of business	Chains	Stores	Total sales	Total floor area	Average sales per square metre
		Chaînes	Magasins	Ventes totales	Superficie totale	Ventes moyennes par mètre carré
		No. - nbre		\$'000	m ²	\$
	TOTAL	909	19,776	27,473,786	11,051,190	...
	Food, beverage and drug group					
1	Supermarkets	50	1,659	12,634,480	3,523,298	3,711
2	Grocery stores	38	1,966	1,353,475	439,261	3,222
3	Bakery products stores	8	58	13,416	8,053	2,432
4	Dairy products stores	3	17	2,506	1,075	2,898
5	Candy and nut stores	7	275	58,254	18,115	3,726
6	Meat markets	5	37	14,994	2,738	8,909
7	Other food stores(2)	12	106	54,469	22,331	3,122
8	Liquor stores	12	1,133	2,774,448	585,756	4,969
9	Wine stores	5	113	24,890	6,891	8,532
10	Beer stores	3	405	712,503	162,209	4,462
11	Pharmacies(3)	66	712	1,056,910	312,494	4,447
	Shoe, apparel, fabric and yarn group					
12	Shoe stores(4)	57	1,943	654,048	325,860	2,180
13	Men's clothing stores	35	958	617,525	285,011	2,320
14	Women's clothing stores	120	2,284	999,656	623,038	2,071
15	Children's clothing stores	11	163	63,016	37,603	1,828
16	Family clothing stores	83	1,257	853,605	689,306	1,974
17	Fabric and yarn stores	19	148	65,244	66,855	1,238
	Household furniture, appliances and furnishings group					
18	Household furniture stores (with appliances and furnishings)	16	94	239,966	171,598	1,976
19	Household furniture stores (without appliances and furnishings)	25	216	368,265	443,314	927
20	Appliance, television, radio and stereo stores(5)	12	618	336,560	105,752	3,746
21	Floor covering stores and drapery stores	8	90	104,215	63,227	1,812
22	Other home furnishings stores(6)	21	207	94,077	66,820	2,183
	General retail merchandising group					
23	General stores	11	233	737,713	303,404	2,488
24	Other general merchandise stores (variety and general merchandise stores)	29	1,023	1,593,058	1,753,076	1,402
	Other retail stores group					
25	Book and stationery stores	25	560	246,917	141,556	2,132
26	Florist shops	11	60	14,296	19,882	1,959
27	Paint, glass and wallpaper stores	10	143	49,992	39,088	1,652
28	Sporting goods stores(8)	16	211	167,043	97,790	2,208
29	Record and tape stores	12	230	107,530	36,684	2,960
30	Jewellery stores	29	663	388,268	136,334	8,106
31	Camera and photographic supply stores	12	145	75,870	17,971	4,672
32	Toy and hobby stores	15	181	63,366	37,633	1,784
33	Gift, novelty and souvenir stores	24	315	111,617	47,333	2,756
34	Second-hand merchandise stores	11	140	26,782	65,519	571
35	Opticians' shops	37	352	83,362	30,328	3,084
36	Luggage and leather goods stores	13	122	29,203	15,115	3,914
37	Pet stores	9	75	20,937	117,044	1,565
38	Other retail stores(9)	29	864	661,310	231,828	5,495

See footnote(s) at end of tables.

(From Cat. #63-210)

TABLEAU 8. Chaînes de magasins de détail, superficie totale selon certains genres de commerce, 1983

Median sales per square metre	Total floor area	Average sales per square foot	Median sales per square foot	Genre de commerce	No
Ventes médianes par mètre carré	Superficie totale	Ventes moyennes par pied carré	Ventes médianes par pied carré		
\$	ft ² - pi ²	\$	\$		
...	118,829,975	TOTAL	
				Groupe des aliments, boissons et médicaments	
3,392	37,884,926	345	315	Supermarchés d'alimentation	1
2,807	4,723,241	300	261	Épicerie	2
1,941	86,589	226	181	Pâtisseries-pâtisseries	3
2,774	11,555	270	258	Laiteries	4
3,143	194,785	347	292	Confiseries et magasins de noix	5
6,021	29,439	829	560	Marchés de viandes	6
1,953	240,119	290	182	Autres magasins d'alimentation(2)	7
3,719	6,298,453	462	346	Magasins de spiritueux	8
5,305	74,095	793	493	Magasins de vin	9
4,161	1,744,179	415	387	Magasins de bière	10
3,071	3,360,148	414	286	Pharmacies(3)	11
				Groupe des chaussures, vêtements, tissus et filés	
1,759	3,503,872	203	164	Magasins de chaussures(4)	12
1,991	3,064,630	216	185	Magasins de vêtements pour hommes	13
1,799	6,699,330	193	167	Magasins de vêtements pour dames	14
1,659	404,329	170	154	Magasins de vêtements pour enfants	15
1,384	7,411,891	184	129	Magasins de vêtements pour la famille	16
1,112	718,866	115	103	Magasins de tissus et de filés	17
				Groupe des meubles, appareils et accessoires d'ameublement de maison	
928	1,845,135	184	86	Magasins de meubles de maison (avec appareils ménagers et accessoires d'ameublement)	18
707	4,766,821	86	66	Magasins de meubles de maison (sans appareils ménagers ni accessoires d'ameublement)	19
2,963	1,137,117	348	276	Magasins d'appareils ménagers, de postes de télévision et de radio et d'appareils stéréophoniques(5)	20
1,597	679,860	169	149	Magasins de revêtements de sol et de tentures	21
1,665	718,493	203	155	Autres magasins d'ameublement de maison(6)	22
				Groupe des magasins de marchandises diverses	
2,159	3,262,413	231	201	Magasins généraux	23
807	18,850,277	130	75	Autres magasins de marchandises diverses (bazars et magasins de marchandises diverses)	24
				Groupe des autres magasins de détail	
1,795	1,522,104	198	167	Librairies et papeteries	25
1,637	213,785	182	152	Fleuristes	26
1,300	420,305	154	121	Magasins de peinture, de vitre et de papier peint	27
1,965	1,051,510	205	183	Magasins d'articles de sport(8)	28
2,664	394,450	275	248	Magasins de disques et de bandes magnétiques	29
2,678	1,465,952	754	249	Bijouteries	30
4,174	193,240	435	388	Magasins d'appareils et de fournitures photographiques	31
1,664	404,660	166	155	Magasins de jouets et d'articles de loisir	32
1,942	508,954	256	181	Magasins de cadeaux, d'articles de fantaisie et de souvenirs	33
483	704,509	53	45	Magasins de marchandises d'occasion	34
2,599	326,105	287	242	Opticiens	35
2,223	162,528	364	207	Magasins de bagages et de maroquinerie	36
1,370	1,258,537	146	127	Magasins d'animaux de maison	37
3,521	2,492,773	511	327	Autres magasins de vente au détail(9)	38

Voir note(s) à la fin des tableaux.

GRAPHIC 4.2B

Sales per Square Metre by Independent Retailers

CANADA

CATEGORY: Urban or Rural

YEAR: 1986

Kind of Business

	Revenue Size Group		
	\$10 - 100,000 Median Sales per square metre	100,000 - \$500,000 Median Sales per square metre	500,000 - \$2,000,000 Median Sales per square metre
Bakery products stores	\$	\$	\$
Fruit and vegetable stores			
Meat markets			
Furriers and fur stores			
Children's and infants' wear stores			
Paint, glass & wallpaper stores			
Household appliance stores			
TV sales & service stores			
Picture and picture framing stores			
Bicycle shops			
Camera & photographic supply stores			
Opticians			
Toy shops			
Pet shops			

NOTE: Sales per square metre data is based on the sales area accessible to the public.

REGION: _____

Sales per Square Metre by Independent Retailers

CATEGORY: Urban or Rural

YEAR: 1986

Kind of Business

	Revenue Size Group		
	\$10 - 100,000 Median Sales per square metre	100,000 - \$500,000 Median Sales per square metre	500,000 - \$2,000,000 Median Sales per square metre
Grocery stores (15% or less fresh meat)	\$	\$	\$
Grocery stores (15% or more fresh meat)			
General merchandise stores (less 1/3 food)			
General merchandise stores (more 1/3 food)			
Accessories, tire and battery stores			
Men's and boy's clothing stores			
Women's clothing stores			
Family clothing and furnishings stores			
Shoe stores			
Hardware stores			
Furniture stores			
T.V., radio and hi-fi stores			
Floor coverings, curtains, upholstery & interior decorator stores			
Drug stores			
Jewellery stores			
Sporting goods stores			
Tobacco stores and stands			
Book and stationary stores			
Florists			
Gift, novelty and souvenir shops			

NOTE: Sales per square metre data is based on the sales area accessible to the public.

GRAPHIC 4.2B

population and sampling parameters of each KOB. Statistics Canada remains sensitive to the issue of increasing paperburden particularly among small businesses that can ill afford time away from their operations. However, in this instance the introduction of a new survey is believed to be the only method of formulating reliable statistics. Further, this survey would be conducted by telephone and ask only five series of questions to each respondent once every two years.

The specific questions to be asked are depicted in Graphic 4.2C.

The telephone surveyors will be trained to respond to definitional queries posed by store owners or managers. Respondents will be sent a summary of the survey results in a subsequent mail-out of the monthly Retail Trade Survey.

Project design costs are estimated to be \$10,000. Annual operating costs for telephone, follow-up mailings, editing and associated processing are estimated at \$104,000 per survey or \$52,000 per year.

If resources were made available by February 1986 the first results could be available in the fall of 1986.

Selling Space Survey of Independent Retailers

GRAPHIC 4.2C

1. Describe the nature of your business?

Correct 1966 Kind of Business Code?

☐

Yes

☐

No



If no, revised code.

1966 KOB

1980 4-digit SIC

2. Number of retail outlets for which you are presently reporting sales to us, on a monthly basis.

3. Is this store/outlet located in a:

-- Regional shopping centre
(30+ stores with free parking)

☐

Yes

☐

No

-- Indoor shopping mall
(eg. Rideau Centre,
Eaton Centre, Vancouver Centre etc.)

☐

Yes

☐

No

-- Community shopping centre
(medium sized centre 15 - 30
retail stores with free parking)

☐

Yes

☐

No

-- Neighbourhood centre
(small centre 5 - 15
retail stores with free
off-street parking)

☐

Yes

☐

No

-- On - street location

☐

Yes

☐

No

4. Is this store/outlet, etc. located in an ☐ Urban or ☐ Rural area ?

5. Gross floor area of the premises which is usually accessible to the public ?

Total Gross floor area of the premises including storage, office, warehouse
and other floor area ?

Area reported above in square feet ?

square metres ?

4.3 EMPLOYMENT CREATION AND FINANCIAL PERFORMANCE

4.3.1. Application

This study will be of keen interest to policy analysts involved with fiscal policy and economic development. This effort will relate the employment creation performance of the universe of approximately 575,000 incorporated employers to their financial performance from 1978 to 1983. This study is meant as a starting point in the search for explanation into the employment creation process.

4.3.2. The Past

There is none.

4.3.3. The Present

Work will start in early February, 1986 on the expectation of subsequent funding. Discussions related to project design and funding are underway with Finance Canada and DRIE.

Statistics Canada captures only 5 key variables for the universe of incorporated firms: sales, assets, equity, profits and taxable income. All five are related to total payroll and estimated person years of employment.

Econometric analysis will focus on economies of scale and total factor productivity.

4.3.4. Proposal for the Future

This study should be undertaken on an annual basis. The initial study will cost \$75,000 with subsequent annual production costs falling to about \$50,000. Eventually, it will be possible to relate the dozens of additional financial variables transcribed from business taxation records (T1 and T2) for projects 3.1 and 3.5 to the employment creation performance of these firms.

4.4 JOB SEVERANCE BY REASON AND SUBSEQUENT ACTIVITY

4.4.1. Applications

This statistical system, which is still in a basic research mode, responds to a wide variety of current public policy issues by providing new insights on many labour adjustment issues from 1978 to 1984. Databases created largely from administrative records are capable of tracking individual worker mobility (for the entire employed economy) from one job to another, from one industry to another (3 digit SIC) and one province to another. The age and sex of each worker is known and their earnings from each employer is also known. Employers can be described by industry (3 digit SIC), firm size (payroll or FYE count), and country of control. For the incorporated subset of employers their financial performance can also be measured by sales, assets, equity, profits and taxable income.

In over 75% of job severances, the reason for separation is known and coded on an administrative record called the Record of Employment. Among the 10 discernable reasons, analysts will be able to distinguish between temporary layoffs, permanent layoffs (those greater than one year) and complete company closures (but not establishment closures). Other reasons include quits, maternity, return to school, retirement etc.

Any usage of unemployment insurance (UI) may usually be ascribed to the employer with whom the employee had the largest and most recent attachment as determined by their weekly payment of UI premiums. The incidence, duration in person weeks and total dollar value of benefits can be calculated. Employers can be described by industry (3 digit SIC), firm size (payroll or FYE count), country of control and province.

This research might well address many labour market issues which are particularly relevant to small business e.g. job tenure (stability) and UI usage by firm size, industry and region.

4.4.2. The Past

A first experimental study has been completed and is now undergoing peer review. This study identified a 10% sample of job severances in 1980 and measured subsequent UI usage ascribable to the former employers. The study was conducted at the national level and only distinguished between voluntary and involuntary separations.

4.4.3. The Present

A first draft of a research design for a proposed extended and longitudinal study has been prepared. Business Microdata Integration and Analysis (BMIA) of Statistics Canada is currently looking for a partner or consortium of investor agencies to help refine their research design and fund this project.

4.4.4. The Proposal

Since this work is still in an exploratory stage of development it is proposed that interested parties contact John McVey, Chief, BMIA (991-3610) to consult with him on specific interests and opportunities for collaboration.

4.5 EXPORTS BY COMPANY SIZE *

4.5.1. Applications

Import and export data by company size, commodity and location responds to two prime business information needs:

- 1) a base from which to calculate the market size of a given commodity in a given area i.e. domestic disappearance, and
- 2) a means to evaluate the contribution made by different sized businesses in each of these commodity markets.

* It should be noted that this conversion exercise is fraught with unknowns in that it requires more detail (and compliance) from exporters, more proficiency on the part of Statistics Canada coders to classify exported goods and, requires more care to safeguard against the increased probability of publishing confidential information about a single firm's shipments. The development cost of introducing an exporter ID number to link Export Declarations and process the data in a manner indicated above is estimated at \$500,000 in the initial two years, including \$140,000 per year for data collection. No budget has yet been allocated to this project by Statistics Canada.

With such information business persons can make an estimate of their potential role in certain target markets. For example, have small firms already captured a significant share of their particular industry suggesting there may or may not be an opportunity for their firm? Also trading houses and crown corporations such as the Export Development Corporation could use this data to determine their target markets and assess the type of services and financing they should be offering.

4.5.2. The Past and Present

Such detailed data is currently available for imports with reports showing the volume of commodities by commodity code, province of clearance and size of business but it is not available for exports. Some estimates are produced on an occasional (every five years) basis in the Destination of Shipments, Cat #31-530, but these are available only on aggregative 2 digit SIC level of detail for the manufacturing community only.

The key data element required to enable such export information by company size to be produced is the addition of an exporter ID to the Canadian Exporter Declaration Form (B-13). The exporter ID number enables linkages of trade transactions to the Statistics Canada Business Register company identifier which, in turn, provides access to additional data sources such as the exporter's industry, size, location, ownership, etc.

Conversion to the Harmonized Commodity Description and Coding System will increase the commodity detail available for exports from 1,300 commodities to over 5,000 but is not scheduled for implementation before 1988.

4.5.3. The Proposal

Duplicate, for the export field, the data currently available for imports by having Canadian exporters provide their Revenue Canada Payroll Deduction Number on the B-13 Export Declaration forms. This is the same number now provided by importers on their Import Entry Declarations. U.S. exporters are already required to provide similar company identifiers on their export declarations.

Verification, enforcement, and staff training procedures will be required to ensure accurate company identifier and commodity coding is provided, captured and then linked to other Statistics Canada data sources. This work is estimated, as stated above, to cost \$500,000 in the initial two year developmental phase and \$140,000 per year thereafter for on-going data capture and processing costs.

4.6 LABOUR MARKET PROFILE

4.6.1. Application

Differences in the labour market characteristics of employees - wages earned, employment and unemployment history, union affiliation, pension coverage, etc. - by industry and size of firm provides analysts with a window on the relative needs of each market segment. Graphic 4.6A depicts one of the outputs possible using this source.

This information would enable analysts in both government and industry to, for instance, determine some of the likely benefits, or costs, of changes in union adherence or practices in a given industry or geographic area. A significant union/non-union wage differential in a given industry may be correlated to, say, greater union worker employment stability or to higher average employee age suggesting that the higher union wage maybe related to the greater experience of their members.

On the other hand, correlations of lower non-union wages to small sized firms and to greater part-time employment may help explain observed shifts toward increasing employment by such firms.

Financial planning analysts would also be interested in this data to help identify new pension or other financial market opportunities in certain industries or geographic areas. A low rate of pension

YEAR _____

INDUSTRY: _____

PROVINCE: _____

LABOUR MARKET PROFILE

GRAPHIC 4.6A

SIZE OF FIRM (# OF EMPLOYEES)	median age	% males	% union members	% covered by pension	median hours worked per week	median # employers in past year
1 - 19 —						
20 - 49 —						
50 - 99 —						
100 - 499 —						
500+ —						

coverage coupled with high employment stability and high wages would be one circumstance signalling an opportunity for such firms.

4.6.2. The Past

Three separate surveys - all supplements to the Labour Force Survey - are precedents to the profile being proposed. In 1981 a Work History Survey collected employment data on months worked, industry, occupation, and wages earned for the respondents last four employers. In December 1984 a Survey of Union Membership was conducted collecting similar information plus pension coverage and demographic data. In January 1985 a Work Patterns Survey asked respondents to recall their labour market activities for each month of the previous year in order to determine their labour force participation rate, extent of full and part-time employment, and incidence of temporary layoffs. In each of these Supplementary Surveys some 52,000 dwellings (involving 90,000 persons over 15 year of age) were surveyed.

4.6.3. The Present

There are no firm plans to repeat any of the three surveys at this time even though the federal Department of Labour's Wage Rate Survey (which was the only other source of somewhat similar information) has now been terminated due to budgetary restraints. Both the Department of Labour and the Canada Employment and Immigration Commission have indicated a tentative interest to participate in a consortia funding a combined effort in this area.

4.6.4. The Proposal

A biannual supplementary Labour Force Survey combining the major elements of the three above surveys would meet the needs of most analysts in this area. The first of these new combined supplements (called Labour Market Profiles) would be conducted in January 1987, and cost approximately \$120,000.

INVESTMENT SYNOPSIS

ESTIMATED COST ⁽¹⁾ (1986 DOLLARS)

PROJECT	RESPONSE BURDEN	TIMELINESS (Months after refer. period)	AT PRESENT	YEAR I \$ 86/87	YEAR II \$ 87/88	YEAR III \$ 88/89	TOTAL \$	APPLICATION
3.1 IND. PROFILES, FINANCIAL & OPERATING RATIOS (2)	NO INCREASE	18 MONTHS	170,000	170,000	637,000	637,000	1,444,000	3.1 business planning tool
3.2 SURVEY OF EMPLOYMENT, PAYROLL & HOURS	NO INCREASE	3 MONTHS	30,000	125,000	20,000	20,000	165,000	3.2 current economic indicator
3.3 QUARTERLY SURVEY OF MFG. ^[total, mfg. industries]	3000 ESTAB. SURVEYED	1 MONTH	N/A	33,000 154,000	28,000 145,000	28,000 145,000	89,000 444,000	3.3 current economic indicator
3.4 CURRENT & EXPECTED MANUFACTURING PRODUCTION ^[total, mfg. industries]	3000 ESTAB. SURVEYED	1 MONTH	N/A	15,000 26,000	13,000 23,000	13,000 23,000	41,000 72,000	3.4 current economic indicator
3.5 CHANGES IN FINANCIAL POSITION	NO INCREASE	18 MONTHS	203,000	203,000	203,000	203,000	609,000	3.5 estimates financial requirements of small business
3.6 EMPLOYMENT CREATION (2)	NO INCREASE	15 MONTHS	150,000	75,000	75,000	75,000	225,000	3.6 structural changes by size of business, ind. & geo. area
3.7 DEMOGRAPHIC & EARNINGS PROFILE OF BUSINESS EMPLOYMENT (2)	NO INCREASE	26 MONTHS	75,000	40,000	25,000	25,000	90,000	3.7 market research and structural analysis
4.1 BUSINESS DEATHS & BIRTHS	NO INCREASE	BIRTHS 18 MTHS DEATHS 30 MTHS	N/A	30,000	30,000	30,000	90,000	4.1 indicator of economic activity
4.2 SALES PER SQUARE METRE	9,300 FIRMS SURVEYED EVERY 2 YRS.	Bi-Annual, 3 MONTHS	10,000	114,000	N/A	104,000	218,000	4.2 sales, staffing and inventory planning
4.3 EMPLOYMENT CREATION & FINANCIAL PERFORMANCE (3)	NO INCREASE	27 MONTHS	10,000	75,000	50,000	50,000	175,000	4.3 economic development and
4.4 JOB SEVERANCE BY REASON & SUBSEQUENT ACTIVITY	NO INCREASE	24 MONTHS	50,000	not determined				4.4 fiscal policy analysis
4.5 EXPORTS BY COMPANY SIZE (2)	9 Digit ID number required	12 MONTHS	N/A	250,000	250,000	140,000	640,000	4.5 market research tool and trade policy
4.6 LABOUR MARKET PROFILE	NO INCREASE	Bi-Annual, 3 MONTHS	N/A	120,000	N/A	120,000	240,000	4.6 labour and financial market policy
(1) Thirty-eight person years of human resources are required annually and are included in all dollar totals. Capital costs and many overhead expenses have not been included and will be assumed by Statistics Canada.			698,000	1,250,000 1,382,000	1,331,000 1,458,000	1,445,000 1,572,000	4,026,000 4,412,000	

Graphic 5A

- (2) It may be feasible to produce more timely reports for these projects, i.e. approximately six months after the reference period, but costs for this work have not yet been determined.
- (3) Costs assume that project 3.6 is undertaken.

Division	Publication Name	Publication Number	Frequency of Publication	SIC Level of Detail	Exclusion	Size Definition	Comments	Source
Primary Industries								
	Selected Farm Taxifiler Statistics	21517	Occasional	N/A	N/A	Size class of net income less than -5001 -5000 to -3751 -3750 to -2501 -2500 to -1876 -1875 to -1251 -1250 to -626 -625 to -1 1 to 624 625 to 1249 *** 25,000 and over	Farm Taxifilers, by size of net farm income	10 per cent Longitudinal Taxation sample file
Forestry	Logging and wood	25201	Annual	3 digits	Small Business All establishments above a minimum shipment size (set annually for each province)	Employment size range code (01) 0 - 4 (02) 5 - 9 (03) 10 - 19 (04) 20 - 49 (05) 50 - 99 (06) 100 - 199	List of establish Showing employment range (1)	Estimates of the census of forestry
Manufacturing	Manufacturing Industries of Canada Sub-Provincial areas	31209	Annual	4 digits	N/A	Employee size range code	Stratified by total Employed per establishment	Annual census of establishments Principally engaged in manufacturing, supplemented by tax
	Manufacturing Industries of Canada: National and province areas	31203	Annual	3-4 digits	N/A	Employment size range code	Number of establishment by employment size	
	Industrial organization and concentration in the manufacturing, mining and logging Industries	31402	Biennial	3-4 digits	N/A	Leading enterprises Leading 4 Leading 8 Leading 12 Leading 16 Leading 20 Leading 50	Measures of concentration by industry, principal statistics of the leading enterprises, and major group.	Census of Manufacturing
	Major group: Food and Beverage Industries Industry group Code: 01	from 32202 to 32224	Monthly	4 digits	N/A	Employment size range	Principal statistics classified by total employed (manufacture activity)	
	Major group: rubber and plastic products Industry	33206	Annual	4 digits	N/A	Employment size range	Principal statistics classified by total employed (manufacture activity)	Survey
	Major group: Leather Industry Industry group code: 04	from 33202 to 33205 -33207	Annual	4 digits	N/A	Employment size range	Principal statistics classified by total employed (manufacture activity)	Survey
	Major group: Clothing Industry Industry group code: 07	from 34216 to 34218	Annual	4 digits	N/A	Employment size range	Principal statistics classified by total employed (manufacture activity)	Survey
	Major group: Textile Industry Industry group code: 05	from 34221 to 34224		3-4 digits		Employment size range		Survey
	Major group: Wood Industry Industry group code: 08	from 35204 to 35208				Employment size range		Survey

Division	Publication Name	Publication Number	Frequency of Publication	Size Level of Detail	Inclusion	Size Definition	Comments	Source
	Major group: Furniture and Fixtures Industry Industry group code: 09	-35216	Annual	3-4 digits		Employment size range		Survey
	Major group: Printing, publish & allied Industry group code: 11	36203	Annual	3 digits		Employment size range		Survey
	Major group: Paper and allied industries Industry group code: 10	from 36204 to 36216		3-4 digits		Employment size range		Survey
	Major group: Primary metal and Industry group code: 12	-41214 -41230 -41231	Annual	3 digits		Employment size range		Survey
	Major group: Metal fabricating industries Industry group code: 13	-41208 from 41216 to 41228 -41232		3 digits 3-4 digits 3 digit				
	Major group: Machinery Industry group code: 14	-42202 -42207 from 42214 to 42216	Annual	3 digits				
	Major group: Transportation equipment Industry group code: 15	from 44203 -42210 -42211 from 42217 to 42219		3 digits 3-4 digits				
	Major group: electrical prod. industries	from 43206 to 43213	Annual	3-4 digits	N/A	Employment size range code	Principal statistics classified by total employed (manufacturing activity)	
	Major group: non-metallic Mineral prod. Industries Industry group code: 17	from 44207 to 44220	Annual	3-4 digits				
	Major group: Petroleum and coal products Industries Industry group code: 18	45209	Annual	4 digits		Employment size range code		
	Major group: Chemical & chemical products Industries Industry group code: 19	from 46210	Annual	3-4 digits		Employment size range code		
	Major group: Miscellaneous Manufacturing Industries Industry group code: 20	from 47204 to 47211	Annual	3-4 digits		Employment size range code		

Division	Publication Name	Publication Number	Frequency of Publication	SIC Level of Detail	Exclusion	Size Definition	Comments	Source
Air Transport	Air Carrier Operations in Canada	51002	Quarterly	N/A	N/A	Level I Min. of 500,000 employed passengers per year	Operating Stats. Level I - IV prescribed by regulation	Surveys conducted by the Aviation Stats. centre on behalf of Transport Canada and of the C.I.C.
						Level II Min of 50,000 employed passengers per year		
						Level III annual gross revenues of at least \$500,000		
						Level IV less than \$500,000 annual gross revenues		
Rail Transport	Air Carrier Financial Statements	51206	Annual	N/A	N/A	Level I Min. of 500,000 employed passengers per year	Statement of Income	Transportation and Communications Division of Statistics Canada Statement submitted by Air Carrier, corporate Tax Return
						Level II Min of 50,000 employed passengers per year		
						Level III annual gross revenues of at least \$500,000		
						Level IV less than \$500,000 annual gross revenues		
Road Transport	Railway Transport	52212		N/A	N/A	Class I Canadian National Railways, Can. Pacific Ltd. and Via Rail Canada Incorporated and their related operations	Employees and their compensation for Level III - IV	Survey
						II. Other carriers average gross revenues of \$500,000 or more		
						III. Other carriers average gross revenues of less than \$500,000		
						IV. Other co. which report under terminal, bridge, tunnel co.		
Communications	Passenger bus and urban	53215		N/A	N/A	Establis. which earned gross annual operating revenues	Operating and Income accounts, employment, revenue equip. operated for all classes	Annual cable television survey
						Class 1. \$2 million or more		
						Class 2. from \$500,000 to \$199,999		
						Class 3. from \$100,000 to \$499,999		
						Class 4. less than \$100,000		
Communications	Cable Television	56205	Annual	N/A	N/A	Class 0. establis. which were added to the survey	Financial statements for all groups	Annual cable television survey
						Revenue group Group 1, 2-94 million and over		
						Group 2, 1.37 - 2.94 million		
						Group 3, 848,000 - 1.37		

Firms excluded
banks
credit agencies
insurance carriers
invest. & holding co.
tax-exempt corporations

Division	Publication Name	Publication Number	Frequency of Publication	SIC Level of Detail	Exclusion	Size Definition	Comments	Source
	Funeral Directors	63532	Occasional			Revenue size group less than \$50,000 \$50,000 - \$99,999 \$100,000 - \$149,999 \$150,000 - \$199,999 ... \$1,000,000 and over	By type of service (interment, cremation ...)	Survey
	Motor Vehicle, equip- and Machinery rentals	63533	Occasional					
	Engineering and Scientific services	63537	Occasional			Fee Income range less than \$50,000 \$50,000 - \$99,999 \$100,000 - \$199,999 \$200,000 - \$499,999 \$500,000 - \$999,999 ... \$1,000,000 and over	Percentage distribution of rental and leasing revenue Firms by fee Income range Canada, prov. fee Income and expenses	Survey Survey
	Operating results, Men's retail clothing stores	63603	Annual			Total all sales \$10,000 - \$49,999 \$50,000 - \$99,999 ...	Operating results for provinces, Canada	Revenue Canada, Taxation records
Construction and Housing	Operating results, retail shoe stores	63606						
	The Mechanical Contracting Industry	64204	Annual	N/A	Classified by size group (11) establish. with annual revenue or less than \$10,000 are not included in Census data	\$10,000 - 24,999 \$25,000 - 49,999 \$50,000 - 99,999 \$100,000 - 249,999 ... \$1,000,000 and over	Summary of Statistics of mechanical establish. classified by size group and associated trades	Survey questionnaire Census of the construction ind. mechanical contractor and associated trades
	The Electrical Contracting Industry	64205				\$10,000 - 24,999 \$25,000 - 49,999 \$50,000 - 99,999 \$100,000 - 249,999 ... \$1,000,000 and over		Survey
	The Highway, Road, Street and Bridge Contracting Industry	64206				\$10,000 - 24,999 \$25,000 - 49,999 \$50,000 - 99,999 \$100,000 - 249,999 ... \$1,000,000 and over		Survey
	The Non-Residential General Building Contracting Industry	64207				\$10,000 - 24,999 \$25,000 - 49,999 \$50,000 - 99,999 \$100,000 - 249,999 ... \$1,000,000 and over		Survey
	The Residential General Building Contracting Industry	64208				\$10,000 - 24,999 \$25,000 - 49,999 \$50,000 - 99,999		Survey

STATISTICS CANADA PUBLISHED DATA ON SMALL BUSINESS

Division	Publication Name	Publication Number	Frequency of Publication	SIC Level of Detail	Exclusion	Size Definition	Comments	Source
	The Heavy Engineering Contracting Industry	64209				\$10,000 - 24,999 \$25,000 - 49,999 \$50,000 - 99,999 \$100,000 - 249,999 ... \$1,000,000 and over		Survey
	The Special Trades Contracting	64210				\$10,000 - 24,999 \$25,000 - 49,999 \$50,000 - 99,999 \$100,000 - 249,999 ... \$1,000,000 and over	Special Trade Establish- Classified by Trade, Canada, Prov. Regions	

SPECIAL REQUEST SOURCES

ANNEX B

<u>Industry/Area</u>	<u>Frequency of update</u>	<u>Data Available</u>	<u>Comments</u>
Metal Mines	Quarterly	Employment and Sales Size groupings	Survey
Non-Metal Mines	Quarterly	Employment and Sales Size groupings	Survey
Quarries and Sand Pits	Quarterly	Employment and Sales Size groupings	Survey
Tobacco	Quarterly	Employment and Sales Size groupings	Survey
Wholesale Merchants, Agents & Brokers	Monthly	Employment and Sales Size groupings by province and operating ratios by province	Survey and tax records
Employment and Payroll	Monthly	Company Size groups for employment less than 20 20-49 50-100 100-199 200+ by province	Survey
Small Business in Canada, 1980		Distribution of business by selected industry groups, Canada provinces, unincorporated and incorporated business by sales group shows operating and financial ratios.	Experimental non-catalogued publication released in March 1984 Similar new edition to be issued in February 1986

Commodities	Monthly and quarterly publications:	Value of shipments for approximately 300 commodities. For some commodities provincial shipments, imports and exports are also available.	No size of business breakout available. However, with total shipments information estimates of market share can be made.
	25-001		
	25-002		
	32-001		
	32-004		
	32-006		
	32-011		
	32-013		
	32-024		
	32-025		
	32-026		
	32-027		
	33-002		
	35-001		
	35-002		
	35-003		
	35-006		
	36-002		
	36-003		
	36-004		
	41-001		
	41-006		
	41-011		
	43-001		
	43-002		
	43-005		
	43-009		
	44-001		
	44-003		
	44-004		
	45-001		
	46-002		

**CONVERSION OF SELECTED SMALL BUSINESS, 1970 S.I.C. CODES
TO 1980 S.I.C. CODES**

	1982 ESTIMATES OF FIRMS
031 LOGGING	
0411 LOGGING INDUSTRY EXCEPT CONTRACT LOGGING	9,000
0412 CONTRACT LOGGING INDUSTRY	—
4543* MARINE TOWING INDUSTRY	—
4565* FOREST PRODUCTS TRUCKING INDUSTRY	—
254 SASH, DOOR AND OTHER MILLWORK PLANTS	
2541 PREFABRICATED WOODEN BUILDING INDUSTRY	100
2542 WOODEN KITCHEN CABINET AND BATHROOM VANITY INDUSTRY	300
2543 WOODEN DOOR AND WINDOW INDUSTRY	200
2549 OTHER MILLWORK INDUSTRIES	200
261 HOUSEHOLD FURNITURE MANUFACTURERS	
2611* WOODEN HOUSEHOLD FURNITURE INDUSTRY	1,000
2612 UPHOLSTERED HOUSEHOLD FURNITURE INDUSTRY	600
2619 OTHER HOUSEHOLD FURNITURE INDUSTRIES	200
2699* OTHER FURNITURE AND FIXTURE INDUSTRIES N.e.c.	
6213 FURNITURE REFINISHING AND REPAIR SHOPS	
286 COMMERCIAL PRINTING	
2811 BUSINESS FORMS PRINTING INDUSTRY	400
2819 OTHER COMMERCIAL PRINTING INDUSTRIES	2,200
2821* PLATEMAKING, TYPESETTING AND BINDERY INDUSTRY	800
404 BUILDING CONSTRUCTION	
4011 SINGLE FAMILY HOUSING	10,300
4012 APARTMENT AND OTHER MULTIPLE HOUSING	200
4013 RESIDENTIAL RENOVATION	3,100
4021* MANUFACTURING AND LIGHT INDUSTRIAL BUILDING	100
4022 COMMERCIAL BUILDING	200
4023 INSTITUTIONAL BUILDING	100
421 SPECIAL - TRADE CONTRACTORS	
4129* OTHER HEAVY CONSTRUCTION	300
4211 WRECKING AND DEMOLITION	100
4212 WATER WELL DRILLING	600
4213* SEPTIC SYSTEM INSTALLATION	400
4214 EXCAVATING AND GRADING	8,300
4215* EQUIPMENT RENTAL (With operator)	500
4216 ASPHALT PAVING	500
4217 FENCING INSTALLATION	400
4219 OTHER SITE WORK	3,400
4221 PILEDIVING WORK	100
4222 FORM WORK	300
4223 STEEL REINFORCING	100
4224 CONCRETE POURING AND FINISHING	1,200
4225 PRECAST CONCRETE INSTALLATION	100
4226 ROUGH AND FRAMING CARPENTRY	1,400
4227 STRUCTURAL STEEL ERECTION	200
4229 OTHER STRUCTURAL AND RELATED WORK	100
4231 MASONRY WORK	3,400
4232 SIDING WORK	2,900
4233 GLASS AND GLAZING WORK	500
4234 INSULATION WORK	900

* Denotes 'Part of'

ANNEX 'C' CONT'D

**CONVERSION OF SELECTED SMALL BUSINESS, 1970 S.I.C. CODES
TO 1980 S.I.C. CODES**

**1982
ESTIMATES
OF FIRMS**

4235	ROOF SHINGLING	600
4236	SHEET METAL AND BUILT-UP ROOFING	600
4239	OTHER EXTERIOR CLOSE-IN WORK	100
4241	PLUMBING	5,300
4242	DRY HEATING AND GAS PIPING WORK	900
4243	WET HEATING AND AIR CONDITIONING WORK	1,000
4244	SHEET METAL AND OTHER DUCT WORK	600
4251	PROCESS PIPING WORK	—
4252	AUTOMATIC SPRINKLER SYSTEM INSTALLATION	100
4253	COMMERCIAL REFRIGERATION WORK	600
4254	ENVIRONMENTAL CONTROL WORK	—
4255	MILLWRIGHT AND RIGGING	100
4256	THERMAL INSULATION WORK	100
4259	OTHER MECHANICAL SPECIALTY WORK	300
4261	ELECTRICAL WORK	7,600
4271	PLASTERING AND STUCCO WORK	1,100
4272	DRYWALL WORK	3,500
4273	ACOUSTICAL WORK	100
4274	FINISH CARPENTRY	2,800
4275	PAINTING AND DECORATING WORK	7,600
4276	TERRAZZO AND TILE WORK	900
4277	HARDWOOD FLOORING INSTALLATION	400
4278	RESILIENT FLOORING AND CARPET WORK	1,900
4279	OTHER INTERIOR AND FINISHING WORK	200
4291	ELEVATOR AND ESCALATOR INSTALLATION	100
4292	ORNAMENTAL AND MISCELLANEOUS FABRICATED METAL INSTALLATION	200
4293	RESIDENTIAL SWIMMING POOL INSTALLATION	300
4299	OTHER TRADE WORK N.e.c.	2,000
4499*	OTHER SERVICES INCIDENTAL TO CONSTRUCTION N.e.c.	600
4911*	ELECTRIC POWER SYSTEMS INDUSTRY	100
9953*	JANITORIAL SERVICES	7,300
9959*	OTHER SERVICES TO BUILDINGS AND DWELLINGS	1,700
9999*	OTHER SERVICES N.e.c.	4,600
507	OTHER TRUCK TRANSPORT	
4561	GENERAL FREIGHT TRUCKING INDUSTRY	18,100
4562*	USED GOODS MOVING AND STORAGE INDUSTRY	700
4563	BULK LIQUIDS TRUCKING INDUSTRY	1,700
4564	DRY BULK MATERIALS TRUCKING INDUSTRY	2,300
4565*	FOREST PRODUCTS TRUCKING INDUSTRY	2,100
4569	OTHER TRUCK TRANSPORT INDUSTRIES	1,300
4589*	OTHER TRANSPORTATION INDUSTRIES N.e.c.	200
512	TAXICAB OPERATIONS	
4581	TAXICAB INDUSTRY	12,200
517	MISCELLANEOUS SERVICES INCIDENTAL TO TRANSPORT	
4499*	OTHER SERVICES INCIDENTAL TO CONSTRUCTION N.e.c.	600
4592	FREIGHT FORWARDING INDUSTRY	300
4599	OTHER SERVICE INDUSTRIES INCIDENTAL TO TRANSPORTATION N.e.c.	600
9961	TICKET AND TRAVEL AGENCIES	2,000
9962	TOUR WHOLESALERS AND OPERATORS	300
9991	PARKING LOTS AND PARKING GARAGES	200

* Denotes 'Part of'

ANNEX 'C' CONT'D

**CONVERSION OF SELECTED SMALL BUSINESS, 1970 S.I.C. CODES
TO 1980 S.I.C. CODES**

**1982
ESTIMATES
OF FIRMS**

519 OTHER TRANSPORTATION	
4513* NON-SCHEDULED AIR TRANSPORT, SPECIALTY, INDUSTRY	300
4549* OTHER WATER TRANSPORT INDUSTRIES	100
4573 SCHOOL BUS OPERATIONS INDUSTRIES	2,800
4574 CHARTER AND SIGHTSEEING BUS SERVICES INDUSTRY	100
4575 LIMOUSINE SERVICE TO AIRPORTS AND STATIONS INDUSTRY	200
4589* OTHER TRANSPORTATION INDUSTRIES N.e.c.	200
8631 AMBULANCE SERVICES	300
608 WHOLESALERS OF PETROLEUM PRODUCTS	
5111 PETROLEUM PRODUCTS, WHOLESALE	2,600
614 WHOLESALERS OF FOOD	
1111* SOFT DRINK INDUSTRY	200
5211 CONFECTIONERY, WHOLESALE	200
5212 FROZEN FOODS (packaged), WHOLESALE	100
5213 DAIRY PRODUCTS, WHOLESALE	300
5214 POULTRY AND EGGS, WHOLESALE	100
5215 FISH AND SEAFOOD, WHOLESALE	300
5216 FRESH FRUIT AND VEGETABLES, WHOLESALE	400
5217 MEAT AND MEAT PRODUCTS, WHOLESALE	400
5219 OTHER FOODS, WHOLESALE	1,500
5221* BEVERAGES, WHOLESALE	400
623 WHOLESALERS OF MACHINERY AND EQUIPMENT, n.e.s.	
5622* PLUMBING, HEATING AND AIR CONDITIONING EQUIPMENT AND SUPPLIES, WHOLESALE	800
5721 CONSTRUCTION AND FORESTRY MACHINERY, EQUIPMENT AND SUPPLIES, WHOLESALE	400
5722 MINING MACHINERY, EQUIPMENT AND SUPPLIES, WHOLESALE	200
5731* INDUSTRIAL MACHINERY, EQUIPMENT AND SUPPLIES, WHOLESALE	1,400
5791 OFFICE AND STORE MACHINERY, EQUIPMENT AND SUPPLIES, WHOLESALE	1,500
5792* SERVICE MACHINERY, EQUIPMENT AND SUPPLIES, WHOLESALE	500
5793* PROFESSIONAL MACHINERY, EQUIPMENT AND SUPPLIES, WHOLESALE	700
5799* OTHER MACHINERY, EQUIPMENT AND SUPPLIES N.e.c., WHOLESALE	1,900
626 WHOLESALERS OF LUMBER AND BUILDING MATERIALS	
5631 LUMBER, PLYWOOD AND MILLWORK, WHOLESALE	1,300
5632 PAINT, GLASS AND WALLPAPER, WHOLESALE	200
5639 OTHER BUILDING MATERIALS, WHOLESALE	2,000
629 WHOLESALERS, n.e.s.	
5011* LIVESTOCK	800
5019* OTHER FARM PRODUCTS, WHOLESALE	300
5221* BEVERAGES, WHOLESALE	
5313* WOMEN'S, MISSES AND CHILDREN'S HOSIERY, UNDERWEAR AND APPAREL ACCESSORIES WHOLESALE	400
5411* ELECTRICAL HOUSEHOLD APPLIANCES, WHOLESALE	200
5439* OTHER HOUSEHOLD FURNISHINGS, WHOLESALE	200
5519* OTHER MOTOR VEHICLES AND TRAILERS, WHOLESALE	100
5529* OTHER MOTOR VEHICLE PARTS AND ACCESSORIES, WHOLESALE	1,100
5613* NON-FERROUS METAL AND METAL PRODUCTS, WHOLESALE	100
5731* INDUSTRIAL MACHINERY, EQUIPMENT AND SUPPLIES, WHOLESALE	1,400
5792* SERVICE MACHINERY, EQUIPMENT AND SUPPLIES, WHOLESALE	500
5793* PROFESSIONAL MACHINERY, EQUIPMENT AND SUPPLIES, WHOLESALE	700
5799* OTHER MACHINERY, EQUIPMENT AND SUPPLIES N.e.c. WHOLESALE	1,900

* denotes 'Part of'

ANNEX 'C' CONT'D

**CONVERSION OF SELECTED SMALL BUSINESS, 1970 S.I.C. CODES
TO 1980 S.I.C. CODES**

**1982
ESTIMATES
OF FIRMS**

5931	AGRICULTURAL FEEDS, WHOLESALE	400
5932	SEEDS AND SEED PROCESSING, WHOLESALE	201
5939	AGRICULTURAL CHEMICAL AND OTHER FARM SUPPLIES, WHOLESALE	400
5941	TOYS, NOVELTIES AND FIREWORKS, WHOLESALE	200
5942	AMUSEMENT AND SPORTING GOODS, WHOLESALE	500
5951	PHOTOGRAPHIC EQUIPMENT AND SUPPLIES, WHOLESALE	100
5952	MUSICAL INSTRUMENTS AND ACCESSORIES, WHOLESALE	100
5961	JEWELLERY AND WATCHES, WHOLESALE	400
5971	INDUSTRIAL AND HOUSEHOLD CHEMICALS, WHOLESALE	500
5981*	GENERAL MERCHANDISE, WHOLESALE	1,000
5991	BOOKS, PERIODICALS AND NEWSPAPERS, WHOLESALE	300
5992	SECOND-HAND GOODS, WHOLESALE (except machinery and automotive)	100
5993	FOREST PRODUCTS, WHOLESALE	200
5999*	OTHER PRODUCTS N.e.c., WHOLESALE	6,400
642	GENERAL MERCHANDISE STORES	
6411	DEPARTMENT STORES	300
6412*	GENERAL STORES	2,100
6413	OTHER GENERAL MERCHANDISE STORES	3,100
654	GASOLINE SERVICE STATIONS	
6331	GASOLINE SERVICE STATIONS	13,000
6391	CAR WASHES	700
6399*	OTHER MOTOR VEHICLE SERVICES N.e.c.	1,200
656	MOTOR VEHICLE DEALERS	
6311	AUTOMOTIVE (NEW) DEALERS	2,400
6312	AUTOMOTIVE (USED) DEALERS	1,600
665	MEN'S CLOTHING STORES	
6121	MEN'S CLOTHING STORES	2,300
667	WOMEN'S CLOTHING STORES	
6131	WOMEN'S CLOTHING STORES	4,100
6141*	CLOTHING STORES N.e.c.	3,400
669	CLOTHING AND DRY GOODS STORES, n.e.s.	
6141*	CLOTHING STORES N.e.c.	3,400
6151	FABRIC AND YARN STORES	2,000
6599*	OTHER RETAIL STORES N.e.c.	4,700
673	HARDWARE STORES	
6531*	HARDWARE STORES	2,900
6532	PAINT, GLASS AND WALLPAPER STORES	900
676	HOUSEHOLD FURNITURE AND APPLIANCE STORES	
6211	HOUSEHOLD FURNITURE STORES (With appliances and furnishings)	1,000
6212	HOUSEHOLD FURNITURE STORES (Without appliances and furnishings)	1,100
6221	APPLIANCE, TELEVISION, RADIO, AND STEREO STORES	1,600
6222	TELEVISION, RADIO AND STEREO STORES	2,400
6231	FLOOR COVERING STORES	900

* Denotes 'Part of'

ANNEX 'C' CONT'D

**CONVERSION OF SELECTED SMALL BUSINESS, 1970 S.I.C. CODES
TO 1980 S.I.C. CODES**

**1982
ESTIMATES
OF FIRMS**

6232	DRAPERY STORES	900
6239	OTHER HOUSEHOLD FURNISHINGS STORES	1,100
6342*	TIRE, BATTERY, PARTS AND ACCESSORIES STORES	2,500
6531*	HARDWARE STORES	2,900
6582*	GIFT, NOVELTY AND SOUVENIR STORES	3,300
6591*	SECOND-HAND MERCHANDISE STORES N.e.c.	2,500
6599*	OTHER RETAIL STORES N.e.c.	4,700
681	DRUG STORES	
6012*	FOOD (Specialty) STORES	10,000
6031	PHARMACIES	2,600
6032	PATENT MEDICINE AND TOILETRIES STORES	500
694	JEWELLERY STORES	
6561*	JEWELLERY STORES	3,000
6591*	SECOND-HAND MERCHANDISE STORES N.e.c.	2,500
699	RETAIL STORES n.e.s.	
6321	MOTOR HOME AND TRAVEL TRAILER DEALERS	300
6322	BOATS, OUTBOARD MOTORS AND BOATING ACCESSORIES DEALERS	700
6323	MOTORCYCLE AND SNOWMOBILE DEALERS	800
6329	OTHER RECREATIONAL VEHICLE DEALERS	100
6412*	GENERAL STORES	2,100
6522	LAWN AND GARDEN CENTERS	300
6541	SPORTING GOODS STORES	2,500
6542	BICYCLE SHOPS	400
6551	MUSICAL INSTRUMENT STORES	1,300
6552	RECORD AND TAPE STORES	400
6571	CAMERA AND PHOTOGRAPHIC SUPPLY STORES	500
6581	TOY AND HOBBY STORES	900
6582*	GIFT, NOVELTY AND SOUVENIR STORES	3,300
6591*	SECOND-HAND MERCHANDISE STORES N.e.c.	2,500
6592	OPTICIANS' SHOPS	800
6593	ART GALLERIES AND ARTISTS' SUPPLY STORES	1,100
6594	LUGGAGE AND LEATHER GOODS STORES	300
6595	MONUMENT AND TOMBSTONE DEALERS	100
6596*	PET STORES	500
6597	COIN AND STAMPS DEALERS	300
6598	MOBILE HOME DEALERS	300
6599*	OTHER RETAIL STORES N.e.c.	4,700
6911	VENDING MACHINE OPERATORS	700
6921*	DIRECT SELLERS	8,600
9999*	OTHER SERVICES N.e.c.	4,600
735	INSURANCE AND REAL ESTATE AGENCIES	—
7292*	ESTATE, TRUST AND AGENCY FUNDS	—
7299*	OTHER INVESTMENT INTERMEDIARIES N.e.c.	13,000
7611	INSURANCE AND REAL ESTATE AGENCIES	15,200
7799*	OTHER BUSINESS SERVICES N.e.c.	

* Denotes 'Part of'

ANNEX 'C' CONT'D

**CONVERSION OF SELECTED SMALL BUSINESS, 1970 S.I.C. CODES
TO 1980 S.I.C. CODES**

**1982
ESTIMATES
OF FIRMS**

737 REAL ESTATE OPERATORS	
4491 LAND DEVELOPERS	6,400
7511 OPERATORS OF RESIDENTIAL BUILDING AND DWELLINGS	21,100
7512* OPERATORS OF NON-RESIDENTIAL BUILDINGS	6,300
7599 OTHER REAL ESTATE OPERATORS	2,600
7799* OTHER BUSINESS SERVICES N.e.c.	15,200
849 OTHER AMUSEMENT AND RECREATION SERVICES	
7512* OPERATORS OF NON-RESIDENTIAL BUILDING	6,300
9631* ENTERTAINMENT PRODUCTION COMPANIES AND ARTISTS	2,200
9641 PROFESSIONAL SPORTS CLUBS	100
9642 PROFESSIONAL ATHLETES AND PROMOTERS ON OWN ACCOUNT	200
9643 HORSE RACE TRACKS	700
9644 OTHER RACE TRACKS	100
9652 CURLING CLUBS	100
9653 SKIING FACILITIES	100
9654 BOAT RENTALS AND MARINAS	700
9659 OTHER SPORTS AND RECREATION CLUBS	500
9661 GAMBLING OPERATIONS	500
9692 AMUSEMENT PARK, CARNIVAL AND CIRCUS OPERATIONS	100
9693 DANCE HALLS, STUDIO AND SCHOOLS	500
9694 COIN-OPERATED AMUSEMENT SERVICES	700
9695 ROLLER SKATING FACILITIES	100
9696* BOTANICAL AND ZOOLOGICAL GARDENS	
9699* OTHER AMUSEMENT AND RECREATIONAL SERVICES N.e.c.	1,200
9821* BUSINESS ASSOCIATIONS	
853 COMPUTER SERVICES	
7721 COMPUTER SERVICES	2,700
7722 COMPUTER EQUIPMENT MAINTENANCE AND REPAIR	100
862 ADVERTISING SERVICES	
4513* NON-SCHEDULE AIR TRANSPORT, SPECIALTY, INDUSTRY	300
7741 ADVERTISING AGENCIES	1,300
7742 MEDIA REPRESENTATIVES	100
7743 OUTDOOR DISPLAY AND BILLBOARD ADVERTISING	200
7749 OTHER ADVERTISING SERVICES	
7799* OTHER BUSINESS SERVICES N.e.c.	15,200
867 OFFICES OF MANAGEMENT AND BUSINESS CONSULTANTS	
7771* MANAGEMENT CONSULTING SERVICES	7,700
7799* OTHER BUSINESS SERVICES N.e.c.	15,200
869 MISCELLANEOUS SERVICES TO BUSINESS MANAGEMENT	
4839* OTHER TELECOMMUNICATION INDUSTRIES	100
4842 COURIER SERVICE INDUSTRY	2,000
7739* OTHER ACCOUNTING AND BOOKKEEPING SERVICES	
7759* OTHER SCIENTIFIC AND TECHNICAL SERVICES	
7792 CREDIT BUREAU SERVICES	
7793 COLLECTION AGENCIES	200
7794 CUSTOMS BROKERS	200
7795 TELEPHONE ANSWERING SERVICES	100
7796 DUPLICATING SERVICES	100
7799* OTHER BUSINESS SERVICES N.e.c.	15,200

* Denotes 'Part of'

ANNEX 'C' CONT'D

**CONVERSION OF SELECTED SMALL BUSINESS, 1970 S.I.C. CODES
TO 1980 S.I.C. CODES**

	1982 ESTIMATES OF FIRMS
872 BARBER AND BEAUTY SHOPS	
9711 BARBER SHOPS	3,100
9712 BEAUTY SHOPS	6,800
9713 COMBINATION BARBER AND BEAUTY SHOPS	700
876 SELF SERVICES LAUNDRIES AND OR DRY CLEANERS	
9723 SELF-SERVE LAUNDRIES AND OR DRY CLEANERS	1,400
879 MISCELLANEOUS PERSONAL SERVICES	
8649* OTHER NON-INSTITUTIONAL SOCIAL SERVICES	—
9792 FUR CLEANING, REPAIR AND STORAGE	100
9799 OTHER PERSONAL AND HOUSEHOLD SERVICES N.e.c.	2,600
881 HOTELS AND MOTELS	
9111 HOTELS AND MOTOR HOTELS	3,100
9112 MOTELS	3,000
9113 TOURIST COURTS AND CABINS	500
9114 GUEST HOUSES AND TOURIST HOMES	100
886 RESTAURANTS, CATERERS AND TAVERNS	
9211 RESTAURANTS, LICENSED	6,400
9212 RESTAURANTS, UNLICENSED (Including drive-in)	5,500
9213* TAKE-OUT FOOD SERVICES	4,800
9214 CATERERS	2,700
9221 TAVERNS, BARS AND NIGHT CLUBS	3,000
896 BLACKSMITHING AND WELDING SHOPS	
9942 WELDING	4,300
898 SERVICES TO BUILDINGS AND DWELLINGS	
9951 DISINFECTING AND EXTERMINATING SERVICES	300
9952 WINDOW CLEANING SERVICES	400
9953* JANITORIAL SERVICES	7,300
9959* OTHER SERVICES TO BUILDINGS AND DWELLINGS	1,700
899 MISCELLANEOUS SERVICES, n.e.s.	
7799* OTHER BUSINESS SERVICES N.e.c.	15,200
8599* OTHER EDUCATIONAL SERVICES	—
8645* HOME-MAKER SERVICES	—
8649* OTHER NON-INSTITUTIONAL SOCIAL SERVICES	—
9851 POLITICAL ORGANIZATIONS	—
9861 CIVIC AND FRATERNAL ORGANIZATIONS	—
9949* OTHER REPAIR SERVICES N.e.c.	1,500
9959* OTHER SERVICES TO BUILDINGS AND DWELLINGS	1,700
9999* OTHER SERVICES N.e.c.	4,600

* Denotes 'Part of'

